Board of Trade Journal

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Front cover caption

The kitchen, with breakfast bar, in the *Ideal Home* house at Lyons during the present British Week, is a focal selling point in this export drive on the Rhone-Alpes region, one of the most prosperous areas of France. The house, fourth of a series furnished by the magazine in Europe at the invitation of the Board of Trade, carries the products of some 150 selected manufacturers of furnishings and equipment. All the principal products are on sale in the shops of Lyons and district during the Week. *See also page* 1070 *for a report on the Week.*

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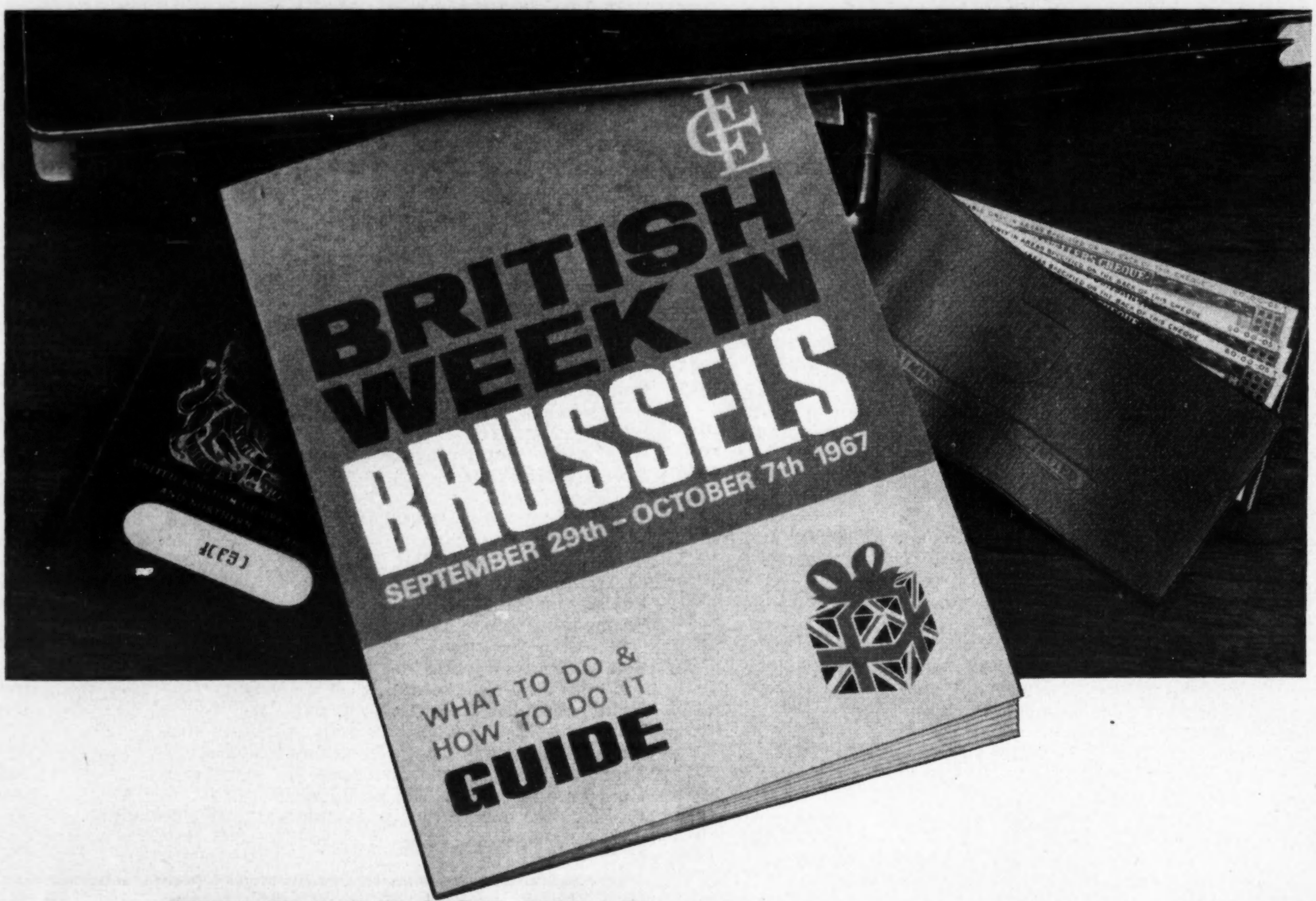

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The investment outlook

Summary

ON THE EVIDENCE at present available fixed investment in manufacturing industry is expected in real terms to fall by about 4 per cent between 1965 and 1966, and to fall further by some 7-8 per cent in 1967. Investment in the distributive and service trades within the private sector of the economy is forecast to fall by similar proportions.

This judgment is based upon the results of the Board of Trade's latest inquiry into investment intentions, as stated by industry in September, together with other statistical and industrial information.

Table 1 shows how these prospective reductions compare for manufacturing industry with the year to year changes which have occurred since the peak year of 1961; for 1967, the figure for the bottom of the range is taken.

Table 1

	£ million, 1958 prices	Change on year earlier
		%
1961	1,195	—
1962	1,098	— 8
1963	964	—12
1964	1,078	+12
1965	1,176	+ 9
1966 (estimated)	1,126	— 4
1967 (estimated)	1,036	— 8

In making these assessments, an allowance has been made for a downward revision to industry's present investment plans, but the effect of slackening demand, reduced profits, falling confidence, and tightness of money must be uncertain. Evidence of falling confidence, such as the CBI survey, can introduce a new element into the business situation and provide its own justification for commercial caution. Confidence is, however, subject to much wider and more sudden fluctuations than are business decisions.

Reliability for forecasts

In September the Board of Trade wrote to 100 large manufacturing companies asking about the possibility of revisions to their stated investment plans. The replies did not suggest the likelihood of any very serious downward revision for 1967. With some notable exceptions, few companies mentioned the possibility of illiquidity affecting their ability to carry through their plans as forecast. The majority reaffirmed their intentions. However, there were a number of companies which stated or implied that though they had no present intention to change their plans, they would be watching the way in which the economic situation develops. Many companies review their programmes at the year-end when another intentions survey will be taken. Under present economic conditions there is, for some companies, clearly the possibility of downward revision, particularly if profits fall below expectations and a serious fall results in their cash flows.

It is difficult to form a judgment on whether fixed investment in the distributive and service trades is more likely to be revised downward than in manufacturing industry. On the one hand the service trades stand to be in greater difficulty because of the incidence of the Selective Employment Tax, the loss of investment allowances and the control of building operations, and the effect of these may not be completely reflected in the estimates. On the other, investment in the past has been much less cyclical than for manufacturing, showing in the last cycle only a short interruption of growth in 1961-1962.

The estimates based upon the surveys of intentions do not take the forecasts provided by industry at their face value, but use them by linking the corresponding figures for pairs of years. In this way, the estimates for 1967 allow for a downward revision of the intentions for 1967 of a degree similar to that which has occurred for investment in 1966. In the light of all the available evidence a further small reduction has been made to expenditure in 1967. However, the possibility clearly exists that deteriorating economic conditions, together with a pressure on liquid resources, will result in a bigger adjustment than has been allowed. Against this can be set the better understanding that industry has of cyclical movements, of the temporary nature of interruptions to the growth in demand, and of the consequences of the disruption of investment programmes.

The investment intentions inquiry obtains information from companies accounting for some 50-60 per cent of investment in manufacturing industry. Larger firms are better represented than the smaller, which do not have the procedures, nor often feel the necessity, for forecasting investment spending in accounting terms. The results of the surveys have given good indications of investment spending for manufacturing industry as a whole. They are less reliable for individual industry groups, where erroneous forecasting by a few firms can introduce sizeable differences between forecast and outturn, and for the distributive and service trades; for the latter, the surveys cover businesses accounting for about one-third of investment.

In the results of the CBI Industrial Trends Inquiry taken at the end of September, the replies to the question on expected authorizations of capital expenditure in the next 12 months show a very large downward movement since the June 1966 inquiry, leading to a figure (balance of 'more' answers to 'less' answers) at a lower level than at any earlier point in the series; in particular, it is lower than the low figures of June 1962 in the previous downturn. There is, on past experience, a suggestion that this low figure indicates a downturn in investment between 1966 and 1967 considerably greater than the estimate based on companies' forecasts supplied in the Board of Trade's inquiry. This suggestion does not seem well founded; the predictive value of the rather uncertain correlation between the CBI inquiry result and actual expenditure must be assessed in the light of the change which has occurred in the compilation of these results, and the very different industrial patterns of the present and the 1961-1963 downturn. There is no reason for thinking that the use of the CBI inquiry in this way is a more reliable guide. (This conclusion is discussed in the Appendix.) The CBI findings do, however, underline the possibility of a downward revision of 1967 plans.

Investment in individual manufacturing industries

Figures for the expenditure on fixed investment for individual industry groups for 1961-1966 are given in Table 2.

In comparing the present expected fall in manufacturing investment with the larger reduction that took place in 1961-1963 the behaviour of individual industry groups is significant. Heavy investment by the iron and steel industry (within the metal manufacture group) contributed largely to the big rise of 37 per cent in manufacturing investment that occurred in 1959-1961, and the completion of large projects in that industry's investment programme – rather than a downturn arising from business conditions – explains much of the large fall which followed. Excluding the metal manufacture group, fixed investment in manufacturing industry fell by 11 per cent between 1961-1963, which is slightly less than the fall expected in 1965-1967 for manufacturing industry as a whole.

In the present downard phase, the fall is appreciably reduced by the counter-cyclical behaviour of investment by the mineral oil refining industry which in 1966 is forecast to be about 50 per cent up on 1965, and in 1967 to be double the 1966 level. Without this support the forecast fall would, in real terms, be about 11 per cent between 1966-1967 and about 16 per cent over the period 1965-1967 – a much sharper fall than in 1961-1963, if iron and steel is excluded as a special case.

Within the rest of manufacturing industry the forecasts show the same variety of experience as has been evident in previous cycles. The cycles for individual industries, and even more for individual companies, are not coincident.

Little fall seems to be indicated in the forecast period for the food, drink and tobacco industries, whose capital expenditure has risen more than the average over recent years. The big rise in investment by the chemical group of industries is expected to continue into this year, but a fall of 20-25 per cent is forecast for 1966-1967. Investment by the metal manufacturing industries (mainly by the iron and steel industry) is expected to be a little less for this year as a whole than in 1965, but no further decline is forecast. In the engineering group of industries there has been only a modest rise of 8 per cent between 1963 and 1965, and the present indications are that there will be little decline in 1966 and 1967. The reduction in demand for consumer goods may well, however, cause some firms to revise their forecasts downward. Motor car manufacturers, which are the largest investors in the vehicles group, have recently been reducing forecasts and postponing investment projects, and the latest evidence suggests that there will be some reduction (perhaps about 15-20 per cent) in 1967 after an unchanged total for 1966. For the textile group of industries there is particular uncertainty because of destocking, the marked financial strains of stockholding, and the effect on prices and profits of weak selling. Subject to this, expenditure is expected to fall by around 20 per cent between 1965-1967, partly through the fall in investment plans for man-made fibre production.

The distributive and service trades

The results for these trades are necessarily a less secure guide to future investment than is the case for manufacturing industry, because of the much larger economic importance of small businesses, and the greater ability of businesses in these trades to vary investment spending to accord with changing commercial conditions and opportunities.

Subject to these reservations, the forecasts for the distributive and service trades, other than shipping, are much the same as for manufacturing industry.

The figures of actual expenditure for these trades are given in Table 3. In 1965 investment in the distributive and service trades, including shipping, amounted to £1,154 million at 1958 prices against £1,176 million for manufacturing industry.

Summary on individual industries

In 1967 the biggest reduction in fixed investment within manufacturing industry will be within the chemical industry. Other substantial falls are expected in motor vehicle manufacturing, where market expectations have been disappointed, and in the textile industries, where there has occurred a big increase in the capacity for the production of man-made fibres. The engineering industries as a group are not at present forecasting any appreciable fall in investment, though it seems possible that some weakness may develop among manufacturers of consumer goods.

In 1966 and 1967, investment in the distributive and service trades (including shipping) is expected to fall appreciably – by perhaps 15 per cent over the two years. This contrasts with the experience in 1961-1963, when investment in real terms in these industries rose by 4½ per cent.

APPENDIX

The CBI Industrial Trends Inquiry

THE CBI held one of their regular four-monthly Industrial Trends Inquiries at the end of September (closing date for the receipt of returns was October 5). In these inquiries member manufacturing firms are asked whether, in the next 12 months, they expect to authorize more or less capital expenditure than in the last 12 months. The results of the recent inquiry show a very large downward change since the last (June 1966) inquiry; the amount of this downward change has been interpreted as indicating a down-turn in investment considerably greater than that which the Board's own inquiry has suggested. (The figures from the CBI inquiry discussed below refer to plant and machinery only; but the results of the Board of Trade's inquiry do not suggest much difference in forecast reductions for 1967 between expenditure on plant, machinery, and vehicles on the one hand and building work on the other. New

INDEX INQUIRIES

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Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices

£ million

Period	Analysis by Industry Group										Analysis by Type of Asset		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries	New Building Work	Vehicles	Plant and Machinery
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	153·3	25·7	156·3	100·4	244·5	78·7	116·8	80·9	121·5	1,078·1	284·2	87·5	706·4
1965	164·8	21·2	198·8	97·2	236·3	109·5	124·6	91·6	132·1	1,176·1	312·9	89·2	774·0
1966 (Annual rate based upon out-turn for first half) (a)	153·4	32·0	207·2	96·2	229·0	112·4	123·8	79·6	139·6	1,173·2	274·0	105·6	793·6

(a) Based on seasonally adjusted figures.

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices

£ million

Period	Shipping Industry	Other Distributive and Service Industries				Analysis by Type of Asset		
		Wholesale Distribution	Retail Distribution	Other Industries (b)	Total	New Building Work	Vehicles	Plant and Machinery
1961	126	105	195	522	822	330	237	255
1962	104	116	187	515	820	347	221	252
1963	85	126	204	577	907	351	266	291
1964	124	145	232	670	1,047	405	308	335
1965	93	153	227	681	1,061	426	315	323
1966 (Annual rate based upon out-turn for first half) (a)	88	166	206	680	1,052	406	332	314

(a) Based on seasonally adjusted figures.
(b) Includes construction; road transport; insurance, banking, finance and property companies; professional and scientific services excluding educational, medical and dental services; miscellaneous services.

building work has accounted for roughly a quarter of manufacturing investment in recent years.)

Respondents in the CBI inquiry answer 'more', 'same', or 'less' and the balance of 'more' and 'less' percentages for authorization of plant and machinery in the next 12 months as compared with the past 12 months has recently run as follows:

1964	Feb.	+ 16
	June	+ 19
	Nov.	+ 14
1965	Feb.	+ 11
	June	+ 4
	Oct.	+ 3
1966	Feb.	+ 5
	June	− 4
	Oct.	− 39

The lowest figures reached for the balance in the previous downturns of the manufacturing cycle have been −25 per cent (October 1958/ and −23 per cent (June 1962). The fall of 35 percentage points to −39 per cent between June and October is much greater than has before occurred.

In the past there has been a measure of correlation between the movement in the balance and the movement in actual expenditure. While there are uncertainties in the past correlation (it indicates more clearly the shape of the cycle than the amplitude of the variation in expenditure) and also uncertainties about the relationship between authorizations of expenditure and expenditure actually taking place, the recent figure with its large fall since June gives rise to a possible interpretation that, on the basis of past experience, a sharper fall in investment will occur between 1966 and 1967 than is shown by the Board's own intentions inquiry.

There are, it is to be noted, no grounds in logic for relating a movement in the percentage of firms contributing to the balance of 'more' and 'less' on a question about authorizations to changes in the actual amounts of expenditure; for example, if the expenditure of each firm was going down slightly, a small fall in actual expenditure would be accompanied by a very large negative balance.

Interpretation of the CBI figures rests, therefore, on an assumption about apparent correlations in the past applying on this occasion.

Factors to be taken into account

There are a number of factors to be taken into account in using the CBI series. There have been large changes in the compilation of the figures since the last downturn (1962); the number of respondents has expanded greatly (666 in June 1962 and 1,308 in June 1966); whereas in June 1962 every firm counted equally so that, for example, ICI's answer was given the same weight as that of the smallest member, since June 1965 firm's answers have been weighted according to the size of firm as measured by number of employees. The effect of these two changes on the series is not known.

The circumstances of the present down-turn are not the same as those of 1962/1963. The CBI balance of minus 23 per cent in June 1962 occurred at a time when iron and steel firms were reducing their expenditure very rapidly as projects were completed; for the rest of manufacturing industry the fall was much less severe. Between 1961 and 1963 investment outside metal manufacturing fell only 11 per cent in real terms. This fairly modest fall on average conceals a variety of different investment cycles by different firms so that one would expect, particularly as the CBI results were not then weighted according to the size of firm, a fair sprinkling of 'more' answers among the preponderance of 'less' answers.

On this occasion the actual fall in expenditure, if the two industry groups with exceptional experience (chemicals and mineral oil refining) are excluded, may be, on the figures derived from the Board's inquiry, about 15 per cent between 1965 and 1967, and, it would appear, may be the result of more widespread reductions throughout industry. It should be noted that mineral oil refining, which shows a big rise in capital expenditure in 1966 and 1967, will carry a small weight in the CBI inquiry.

The Board's inquiry, covering the larger firms who account for about 50-60 per cent of total investment does not include the experience of the smaller firms who make up the remaining 40-50 per cent. The CBI inquiry does cover a number of small firms (who can give answers in terms of 'more' or 'less' more readily than in terms of forecasts of accounts) but there are no significant differences in the CBI results according to size of firm, except that the very smallest firms whose investment will be negligible in total appear much less depressed.

The Board's inquiry and the CBI inquiry were conducted at about the same time. Whereas the CBI asks only for a statement of the direction of the expected change in authorizations the Board's inquiry asks for figures which are usually part of firms' forward budgets. Giving figures is a more precise form of reply and, on this occasion, special steps were taken to see that the figures used were as up to date as possible. On these grounds and judging from the previous fairly successful experience of the Board's inquiry, there is no good reason for replacing the results of this inquiry by estimates based on the results of the October 1966 CBI inquiry combined with extrapolation of a past correlation.

There still remains, however, the fact that the CBI turnround between June and October 1966 represents a very large movement in the series. In part this may reflect not only intentions in regard to investment but a loss of confidence in the ability of the economy to regain its resilience and in prospects further ahead; this and authorizations can change more quickly than actual expenditure on capital goods.

INTERNATIONAL DESIGN CONGRESS

Lord Brown, Minister of State, Board of Trade, giving the opening speech at the 1966 International Design Congress held in London on October 12 to 13. The Congress was attended by 370 directors and senior executives of leading industrial and commercial organizations in Britain as well as a number of delegates from overseas. Organized by the Council of Industrial Design, the Congress was devoted to discussing the importance of combining technology, management and design to ensure economic success. Picture also shows (from left to right): Mr. James Cousins, Congress secretary; Lord Snowdon, adviser to CoID; Mr. A. R. Miller, chairman, Scottish Committee, CoID; and Mr. Paul Reilly, director of the CoID.

EFTA ministers meet in Lisbon

THE EFTA COUNCIL and the Joint Council of EFTA and Finland are meeting at ministerial level in Lisbon on October 27 and 28. Ministers are discussing the full range of EFTA business, including the development of EFTA co-operation, and the external relations of the association.

United Kingdom ministers attending are Mr. Michael Stewart, First Secretary of State; Mr. Douglas Jay, President of the Board of Trade; and Mr. George Thomson, Chancellor of the Duchy of Lancaster.

The full text of the final communique will be published in next week's issue of the *Board of Trade Journal*.

EFTA Bulletin for September/October

THE EXPORT services available in Switzerland and Norway are examined in the current issue of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva. These are the first of a new series. Also the first of a series is an article on the British newspaper industry.

Copies of the *EFTA Bulletin* can be obtained free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

PROGRESS IN THE DEVELOPMENT AREAS — 1

The evolution of Board of Trade legislation relative to the distribution of industry

OVER THE PAST 30 years, successive Governments in the United Kingdom have included in their aims the promotion of conditions favouring the maintenance of a high and stable level of employment. In pursuit of these aims, there has evolved the present distribution of industry policy, the main objective of which is to promote a more efficient distribution of economic activity throughout the country by encouraging the expansion of industry in areas which need industrial development whilst restraining expansion in places where it is thought this would lead to excessive pressure on resources.

Special Areas Legislation

The depression of the early 1930's showed its most serious effects in some of the older industrial centres, and a first legislative measure – *The Special Areas (Development and Improvement) Act,* 1934 – was intended to alleviate unemployment in four of these districts – Central Scotland, the North-east coast of England, West Cumberland, and South Wales/Monmouthshire. Commissioners were appointed 'to facilitate the economic development and social improvement' of these Special Areas, but their powers were limited almost entirely to exhortation. *The Special Areas Act of* 1936 *and an amending Act of* 1937 followed, giving wider powers, so that the Commissioners were enabled to set up non-profit-making factory trading estates, to provide factories for letting, and to contribute for periods of up to five years towards the rent, income tax, and rates of selected industrial undertakings setting up in Special Areas. Financial assistance in the form of loans or subscriptions to share capital could be provided, and firms in the Development Areas could be exempted from the 5 per cent National Defence Contribution Tax on profits.

Wartime Studies

In 1937 the Royal Commission on the Distribution of the Industrial Population was set up, and reported (the Barlow Report) in 1940 but its recommendations were not considered until towards the end of the war. The Majority Report favoured a central authority to organize research and to advise upon and regulate the location of industry, with powers to regulate the setting-up of further industry in the Greater London Area. The Minority Report recommended that negative powers to control the establishment of further industry should apply throughout the country, and that there should be positive powers to promote balanced industrial development.

During the war the heavy industries in the Special Areas enjoyed renewed prosperity and in addition much industry was dispersed to these areas for strategic reasons, or to take advantage of the available labour force. New employment was created, and workers learnt new techniques, but it was expected that after the war serious unemployment would be a problem in some parts of the country.

The White Paper on Employment Policy, 1944, drawn up in contemplation of the post-war reconstruction period, reflected some of the ideas contained in the Barlow Report. It proposed that the less prosperous areas of the country should share in the benefits of Government expenditure, and that efforts should be made to increase the efficiency of the basic industries on which those areas depended. In addition, the location of new enterprises should be so influenced as to diversify industry in those areas vulnerable to unemployment: obstacles to the transfer of workers between occupations or areas should be removed: and training facilities should be provided to fit workers from declining industries for jobs in expanding industries.

Distribution of Industry Acts, 1945 and 1950

The *Distribution of Industry Act,* 1945, giving effect to the proposals of the 1944 White Paper set up a schedule of Development Areas which were selected mainly on the basis of levels of unemployment, and were rather more extensive than the original Special Areas. The Board of Trade could add areas to the schedule at any time, but places might be withdrawn only by statutory order subject to affirmative resolution. Between 1945 and 1953 Wrexham, South Lancashire, Merseyside, part of the Scottish Highlands, and North-east Lancashire were added to the Development Area list. Within the Development Areas the Board of Trade could acquire land and build factories for rent or sale to industry, and could lend to industrial estate companies with the object of providing industrial premises. The Treasury was given limited authority to make loans and annual grants on the advice of an independent committee to firms approved by the Board of Trade as complying with the requirements of the proper distribution of industry. The Board was also given authority to buy and clear derelict land, or to make grants to local authorities for the same purpose, so that the land might be brought into use or might improve the amenities of the neighbourhood, and grants or loans could be made towards the cost of improving basic services for the Development Areas. In the *Distribution of Industry Act,* 1950, the Board of Trade was given authority to carry out work on land it did not own, or to buy existing industrial premises: and was also given restricted powers to make grants to firms not qualifying for grants from the Treasury.

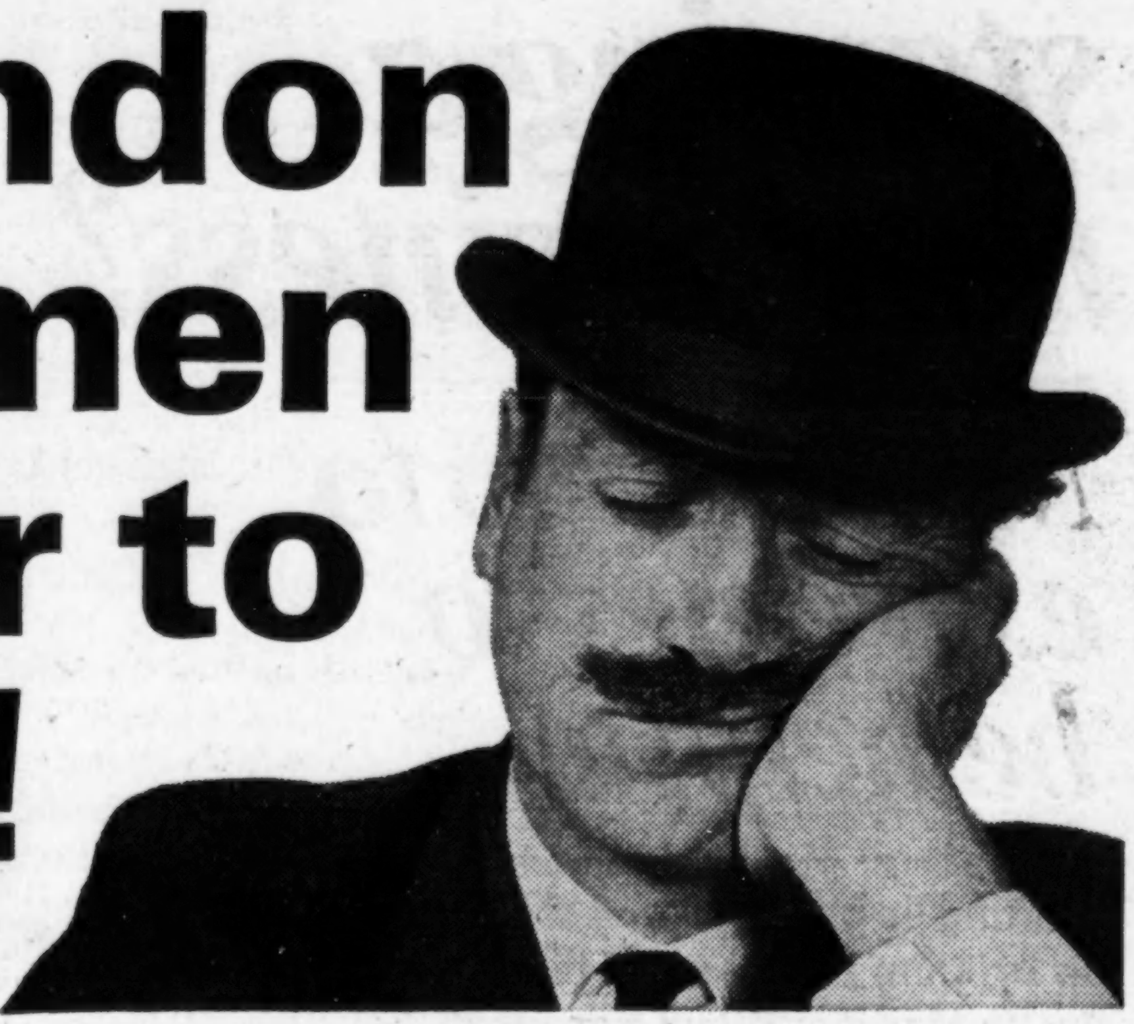
From 1945 to 1947 a negative control on industrial location was possible through the use of building licences, which were freely available for Development Areas, but were strictly controlled elsewhere. *The Town and Country Planning Acts,* 1947, introduced a new form of control, providing that an application for planning permission to put up an industrial building of more than 5,000 sq. ft. had to be accompanied by a certificate from the Board of Trade to the effect that the development could be carried out consistently with the proper distribution of industry. These powers were designed to provide a more positive means of guiding new industry or industrial expansion to the Development Areas.

Developments in the 1950's

During the later 1950's some parts of the scheduled Development Areas were no longer suffering from high unemployment, and by administrative decision the powers under the Distribution of Industry Acts were no longer exercised in the more prosperous parts of the areas. High local rates of unemployment had, however, appeared in a number of places, most of them small, and some of them outside the Development Areas. This problem was met by the *Distribution of Industry (Industrial Finance) Act,* 1958, which enabled the Treasury to give grants or loan assistance to firms outside the Development Areas if the Board of Trade were satisfied that the assistance would contribute to the reduction of unemployment in a locality where the Board considered the rate of unemployment high and likely to persist.

(*Continued on page* 1049)

Some London businessmen are harder to persuade!



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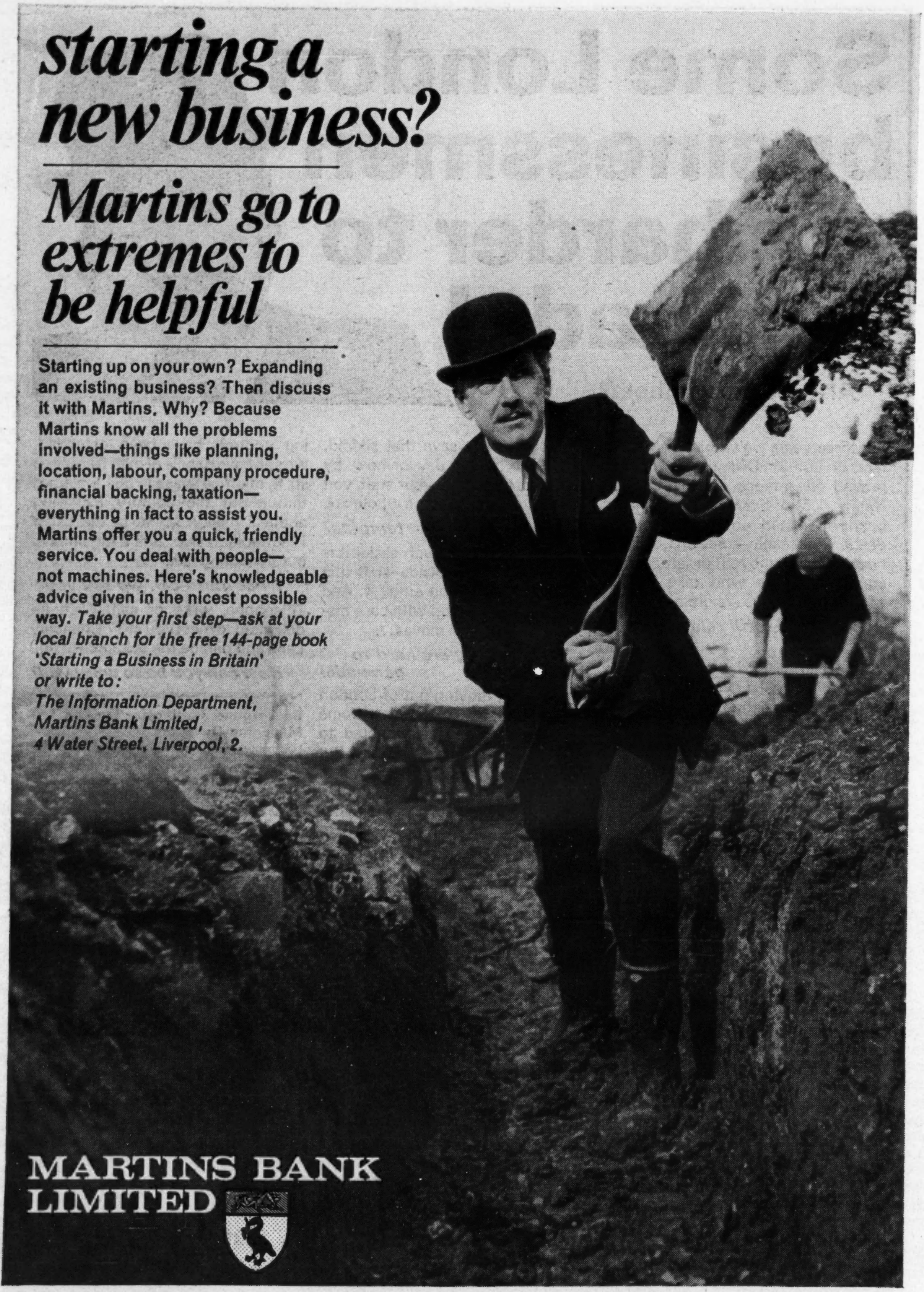

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Local Employment Acts, 1960 and 1963

Whilst the 1958 Act provided a flexible instrument for provision of help to places which at any time needed it most, it added yet another variant to the inducements to industry provided by earlier legislation. This situation was simplified by the passage of the *Local Employment Act*, 1960, of which the aim was to concentrate the limited resources available – and in particular the limited resources of mobile industry – in the regions of higher unemployment, where help was most needed.

Under the 1960 Act the Development Areas and other places where assistance was available were replaced by a large number of relatively small Development Districts which were selected administratively by the Board of Trade on the sole criterion of actual or prospective unemployment. Within the Development Districts the Board could exercise certain powers 'with due regard to the proper diversification of industry for the purpose of providing for the benefit of any Development District employment appropriate to the needs of the district'.

The 1960 Act continued and widened the powers to make loans and grants to industry and to provide factory buildings: added the power to provide non-industrial buildings, and introduced a new 'building grant' for firms which preferred to provide their own premises. The financial powers could be exercised for the benefit of places within 'travel-to-work' distance of Development Districts where, and to the extent that, an undertaking located outside a Development District would provide employment for workers living in one, and a similar benefit applied to certain 'overspill' towns. These forms of assistance were tied to the provision of sufficient employment at a reasonable cost in terms of Government expenditure.

It was laid down that the Board, in considering applications for industrial development certificates, should have particular regard to the need to provide appropriate employment in development districts. The Act also strengthened the i.d.c. control by introducing the concept of 'related development' to limit the extent to which industrial estates could be developed outside the control, and by making necessary i.d.c.'s for change of use of premises to industrial use.

Powers on clearance of derelict land and provision of basic services in Development Districts were continued with minor modifications. The 1960 Act also set up the three Industrial Estate Management Corporations which took over the existing Government Trading Estates and carried out the Board's factory building activities.

The inducements were strengthened by the *Local Employment Act*, 1963, which introduced 'standard' grants of 25 per cent on the cost of industrial buildings and 10 per cent on the cost of acquiring and installing new plant and machinery, in place of the earlier grants: this made the available assistance more generous and more predictable. In addition the 1963 Finance Act introduced 'free depreciation' for certain new plant and machinery in Development Districts and designated overspill areas: this meant that for tax purposes the industrialist could write off the cost of investment in new plant and machinery in Development Districts at whatever rate he chose.

In 1965 the opportunity was taken in the *Control of Office and Industrial Development Act* to strengthen the i.d.c. control, first by revising the definition of 'related development', and secondly by empowering the Board of Trade to alter the limit below which no i.d.c. would be required in any specified part of the country. The limit had first been established in the *Town and Country Planning Act*, 1947, at 5,000 sq. ft. for the country as a whole.

Industrial Development Act, 1966

After the new administration came to power late in 1964, Distribution of Industry Policy was further reviewed in the light of new fiscal and regional policies. The resultant legislation, the *Industrial Development Act* to strengthen the i d.c. control, first of a more positive system of investment incentives to improve the efficiency of those parts of the economy which contribute most directly to economic growth and the balance of payments, and the encouragement of development in the parts of the country where it is most needed. Under the new legislation the Board of Trade may define as Development Areas (which supersede the old Development Districts) those areas where in its opinion special measures are necessary to encourage the growth and proper distribution of industry. In selecting them the Board have to consider all the circumstances, actual and expected, including the state of employment and unemployment, population changes, migration, and the objectives of regional policies.

In addition further changes were made in the system of i.d.c. control, the Board being given the power to impose conditions on the granting of i.d.c.'s: these conditions are then included in the terms of the actual planning permission. The definition of 'industrial building' was also amended, first to include industrial research projects, and secondly to cover all ancillary floor space in the building or within the same curtilage providing services for the main industrial building.

The means by which the policy is now implemented have two main aspects: the provision of various inducements to employers to set up or expand in Development Areas: and the controls which exist on expansion of industrial floor space throughout the country and on office floor space in the Midlands and the South-east.

The Board is able to offer such inducements to expand employment in the Development Areas as grants ranging up to 35 per cent of the cost of a new building: investment grants for new plant at 40 per cent (twice the rate available in the rest of Britain): general purpose loans towards the cost of new capital assets or working capital: grants towards unusual initial expenditure involved in setting up in a Development Area: and buildings for rent at very favourable rates. In addition, special financial and direct training assistance is available from the Ministry of Labour, and help in the housing of key workers may be provided by the Ministry of Housing and Local Government, the Scottish Development Department, and the Welsh Office.

It is hoped to publish the next article in this series on November 11. It will deal with Wales.

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President at International Chamber of Commerce dinner

SPEAKING at the dinner of the British National Committee of the International Chamber of Commerce on October 19, Mr. Douglas Jay, President of the Board of Trade, said:

'I sometimes feel that our national habit of publishing gold returns, trade, unemployment and cost of living figures every month makes us often take an excessively short-term – perhaps even short-sighted – view of our problems and our performance. Looked at in a larger perspective, Britain's performance, and her export performance in particular, is in many ways remarkable. It is not merely that our exports have increased in volume by 150 per cent since 1946, whereas between 1900 to 1938 they did not increase in volume at all; and that last year we covered 95 per cent of our visible imports by exports, compared with 90 per cent in the 1950s and 65 per cent in 1938. British industry deserves more credit for this than it has yet been given.

'In addition to that, we export today per head of population twice as much as the United States and three times as much as Japan; and our exports as a percentage of national income are much higher than the United States, Japan or any great industrial country other than West Germany. What is perhaps even less well known – that our exports not merely to EFTA, but to the Common Market Six have risen in value by 80 per cent since 1959; and that since 1955 the rate of increase in the value of our total exports has been 25 per cent more than in our imports. In this period imports into both the United States and Germany increased faster than exports. It remains true, of course, that our percentage of world exports has been declining: partly, but not wholly, due to the later recovery of other countries from the war.

'All these facts taken together should, it seems to me, be a spur to effort rather than complacency, because they show both what needs to be done and what can be done. For it also remains true that our overseas investments have achieved a remarkable recovery since the war, and now earn net in interest and dividends on these investments a rising total, now running at about £450 million a year.

'On trade, and invisible non-Government current account together, we are now, of course, earning a surplus. What has caused our difficulty over the last 10 years is the attempt simultaneously to liberalize our imports and to spend large amounts of foreign exchange on aid, and on overseas investment and defence. The present Government are determined to limit resolutely all of these three latter claims on our overseas earnings; but, I must add that the attempt to do so in practice encounters remarkably strong resistance from those affected overseas. British investment overseas seems to be one of those things which people begin to value most highly as soon as they think they are going to lose it.

'With a total turnover of £7,000 million each way on our current balance of payments, we now run – in a world of inadequate reserves – on so narrow a margin that the six-weeks' seamen's strike this summer was enough to tilt the balance temporarily. Though our trade both ways has now recovered, it may well be that the shipping strike lost us some exports outright. That is to say, our 1966 exports as a whole will probably be less than they would have been but for the strike: though that will not, I believe, be true of our 1967 exports.

'But for the strike it would not, in my view, have been necessary to have imposed the six months' prices and incomes standstill with legal sanctions, which is something so rigid that clearly one would normally wish to avoid it; and in any case it cannot be maintained in that form for more than six months – nearly four of which have now gone. In spite of all that, I do not believe that it would have been wise in the end for the Government to take the easy way out of the seamen's dispute and accept unreasonable pay demands which might have been repeated all over the economy.

'The purpose of a prices and incomes policy is to curb the rise in prices as well as incomes. That is what we are doing; and that is probably why the public opinion polls show such remarkable support for the present policy. We, in the Board of Trade, have found in the last three months, in our job of keeping prices down, a very high degree of co-operation from industry. I know it is always popular to say – whatever the facts – that prices are all going up, just as one can always win general assent – whatever the facts – by saying that the weather is shocking or the trains are all late, or the traffic worse than ever. But the fact is, if we look at prices generally, that the retail price index for August was little changed from June: and I see no reason to expect any marked rise when the figure for September is published.

'Quite a number of prices recently have been reduced – for instance prices of colour films following a Monopoly Commission Report, and prices of electrical appliances and many items of clothing. In addition, already nine firms have agreed, after discussion with my Department, not to make price increases which they had proposed.

'Some people still feel, I know, despite this, that the Government is holding incomes ruthlessly down, and allowing prices to rise. It was, however, part of the Government's policy in July – whether you think this right or wrong – to restrain spending at home by some increases in taxation: and to allow some rise in prices for this reason, though not necessarily to the full extent of the tax rise, despite the general standstill. What the Board of Trade and other Departments have been and are now hard at work doing is to scrutinize alleged price increases in many hundreds of cases to see whether they exceed what is justified on these grounds.

'As I have said, we have already disallowed some, and accepted others; in a very large number of cases the argument continues. Wherever a clear and significant example occurs of a deliberate rise not justified by the accepted criteria, we shall not hesitate to make legal orders in the case of prices, as we have in the case of incomes: though naturally we hope that voluntary compliance will continue to be forthcoming'.

Importance of the 'Little Neddies'

'MUCH OF THE work of identifying means of improving our industrial performance is being done by the Economic Development Committees, or Little Neddies, to which the Government attaches great importance,' said Mr. Austen Albu, Minister of State, Economic Affairs, at the annual luncheon of the Aluminium Federation on October 20. 'These committees represent a co-operative endeavour between government, management and unions, with the help of course of some independent members. They are identifying in their industries opportunities for greater efficiency, growth and higher productivity and making the opportunities known to their member firms. They have, of course, no executive authority, but they do serve as catalysts and as a stimulus to fresh thinking in their industries. But they also produce specific results. For instance, the Civil Engineering EDC produced last April a major report on increasing productivity in road construction which forms the basis of action both by industry and the Government.

'Another area in which the EDCs are active, and which is of particular interest to your industry, is in the field of containerization. We are today on the fringe of a container revolution, and the most popular material for the new containers is of course aluminium.

'The Movement of Exports EDC, with the Government's full support, is actively encouraging the greater use of container traffic in order to speed our exports and is assisting also in the establishment of special clearance depots away from the ports to facilitate their use and at the same time relieve port congestion.

'Another example is the Electrical Engineering EDC which is behind the agreement reached this spring between the electricity boards and the cable makers that reduced the number of types of low and medium voltage main cables from 250 to about 20. This will, as you will well recognize, give the manufacturers of cables substantially longer runs and therefore higher productivity. This is, of course, of particular interest to your own industry as one of its effects will be the wider use of aluminium as a cable material in place of copper. I am sure it is not necessary to remind a capital intensive industry such as yours of the benefits to be obtained by variety control leading to longer production runs.

'Many of the industries which have already participated in EDCs have gained a considerable amount from them. Not only does an EDC give an opportunity for discussing means of improving an industry's performance, it also provides a forum which is peculiarly well suited to make the industry's views known to the Government, and to persuade it on occasion of the need for particular kinds of action. We have always found that the most effective EDCs are those whose members have a strong trade association structure. The Aluminium Federation has created very effective and positive co-operation between its members which would enable it, I am sure, to play a very valuable part in an EDC.'

Mr. George Darling's tour of industrial Scotland

STRONG FAITH in the industrial future of Scotland was expressed by Mr. George Darling, Minister of State, Board of Trade, during a three day visit to the Borders, Ayrshire and the Glasgow district. At a press conference shortly before his return to London he said that while bodies such as the Scottish TUC were quite right to express their fears concerning present difficulties he himself was convinced that these were only short-term, and that Scotland would achieve full employment and possibly a new prosperity such as she had not known for many years. Areas such as the Borders had so much to offer to the incoming industrialist that he did not see how they could fail to attract new industry.

It was in the Borders, at Galashiels, that Mr. Darling began his visit by attending a meeting of the Borders Consultative Committee, where with Lord Hughes, Joint Parliamentary Under Secretary of State at the Scottish Office, he announced that approval had been given for two advance factories, one at Berwick-upon-Tweed (15,000 sq. ft.) and one at Kelso (10,000 sq. ft.).

Moving across country to Cumnock in Ayrshire, Mr. Darling attended a dinner given by the local Town Council, and paid tribute to the way in which the town had tackled on its own initiative the problems of unemployment caused through mine closures. 'We can send anybody here and know that you will do precisely what we want to make sure developments will go ahead,' said Mr. Darling. The following morning he cut a tape to open the town's Caponacre Industrial Estate and was able to announce, at that time, that a leading carpet manufacturer had already taken one of the factories to be built on the site. Mr. Darling also visited the factories of Chemstrand Ltd. and British Bata Shoe Co. Ltd., where he laid a brick in the new extension being built for the company.

En route for Glasgow, the Minister of State called to have lunch with Glacier Metals Ltd. at Kilmarnock and to see over their factory. He also toured the Kilmarnock factories of BMK Carpets. In Glasgow a strong deputation from the STUC put to him points concerning their fears of unemployment in Scotland as a result of the prices and incomes standstill, and later, at a dinner given by the Scottish Council of the Confederation of British Industries, the other side of industry expressed their views on the current industrial situation in Scotland. On the final day a courtesy call on the Lord Provost of Glasgow preceded a visit to the Barrhead factory of Shanks & Co. Ltd. who were complimented by the Minister of State on their very impressive export performance in the field of sanitary ware. This theme was continued at lunch when the Minister attended a 'send off' for the Scottish Export Committee's forthcoming trade mission to the United States. In his address, Mr. Darling paid tribute to the outstanding work of Sir Robert MacLean, chairman of the Scottish Industrial Estates Committee. In the fields of industrial development and exporting, Sir Robert was one of the most enthusiastic and energetic workers Scotland could possibly have. In his own speech Sir Robert outlined the plans of the Scottish Export Committee. After the visit to the United States they were also hoping to send a mission to Czechoslovakia, which they hoped would be returned, and later next year a mission to Japan. In 1968 they hoped to be in Canada. Sir Robert said the Board of Trade set the climate for exports, but it was up to industrialists themselves to go out and do the selling.

Before leaving Glasgow, Mr. Darling announced that negotiations had been completed for the purchase of nearly 11½ acres of land at Douglas, Lanarkshire, for the building of the two advance factories previously announced. The land has been purchased from the Douglas and Angus Estates, who have readily co-operated with the Board of Trade in this project to bring new employment to the district.

The site is on the east side of Glebe Avenue alongside the route of the proposed Douglas by-pass, where both the 18,750 sq. ft. factory and the 12,500 sq. ft. factory will be accommodated. There is sufficient space to permit considerable later expansion of both factories. Tenders for the factories are being sent out in the next few days by Scottish Industrial Estates Corporation who hope to commence building work by the middle of November.

Mr. George Darling, Minister of State, Board of Trade, lays a brick in the new extension to the British Bata Shoe Co. Ltd. factory at Cumnock.

Mr. Ray Gunter at BIM Conference

SPEAKING AT THE BIM Conference on 'Management and Power', in London on October 19, Mr. Ray Gunter, the Minister of Labour, said: 'The basic issues which are of common concern to you as representatives of management and to me as Minister of Labour remain exactly the same – how to make the manager a professional in the modern world and thereby how to achieve the least wasteful, that is the most efficient use, of our scarce manpower.

'What more recent events have done is, I think, to make most of us more conscious of how urgent these problems are. They have also presented all management – and here I include the Government as well as the management of firms – with a big challenge to its competence and effectiveness in dealing with the difficult economic and human problems facing us in a period of redeployment.'

Referring to productivity the Minister said: 'There can certainly be no question that a permanent increase in productivity is the only way in which we can finally break out of the pattern of recurring economic crises. At the recent Productivity Conference at Lancaster House the Prime Minister made quite clear the Government's determination to give the highest priority in every field of activity to measures aimed at achieving this.

'The growing professionalism of management which is taking on a new momentum of its own in this country is one of the most hopeful developments I can think of towards that end. A managerial class professional by world standards has, of course, many contributions to make towards increased productivity, not least in important fields such as investment which are not primarily our concern at this Conference. But its manpower contribution can be as important as any and can become profitably self-reinforcing. This is why I regard it as one of immense potential, which the Government should actively foster.

'For example, it takes a level of management of some sophistication to carry out the thorough analysis of jobs and pay structures preceding a detailed productivity bargain. This is still to a large extent true even if management is seeking the help of consultants, since the firm likely to get the best value out of consultancy is undoubtedly the one that has given most thought to its use. It takes time – and ability too – to keep up with and select among the many techniques and aids to management which are constantly being added to and developed. The fact that so many firms are now willing to take this trouble and incur the expense is proof that they at least think it worthwhile. And it is not difficult to see why. Increases in output of the order of 50 per cent per man-hour have been quoted in the case of some of our best-known productivity agreements, and the acquisition of management expertise is likewise regarded more and more as good business. Certainly the need to recognize genuine productivity advances is very much in our minds in discussing with both sides of industry the criteria for pay increases to be allowed in the period of severe restraint which is to follow the incomes standstill.'

Nearly 5,000 firms to participate in Quality and Reliability Year

MORE THAN 800 firms and agencies in all parts of the country are already committed to running special internal Q R campaigns and promises of participation have been received from over 4,000 others. This support covers 40 per cent of the work force in manufacturing industry.

This was announced by Mr. Michael Stewart, Minister for Economic Affairs, at a conference to mark the British Productivity Council's Quality and Reliability Year which was opened in London on October 20 by HRH the Duke of Edinburgh.

Below are extracts from speeches made at the conference:

HRH the Duke of Edinburgh: 'Our best visible and invisible exporters are doing a first-rate job but the unpleasant fact remains we are spending more abroad than we are earning abroad. We are not selling enough in foreign markets and we are not satisfying the home market. Our position in the league of exporters is not as good as it should be. Our position in the league of industrial growth rates is also disappointing.

'Britain has been an industrial nation for a very long time and there is a tremendous potential in the skills of manufacture and in the techniques of design and manufacture. More than at any time in our history we have to rely today on our ability to produce and sell products, from the simple to the highly scientific, in hot competition with the rest of the world. Our whole prosperity and reputation is at stake. There is not the slightest doubt in my mind we can get back to the top of the league but it is going to mean far more vigorous and sustained attention to the quality and reliability of our goods and services.

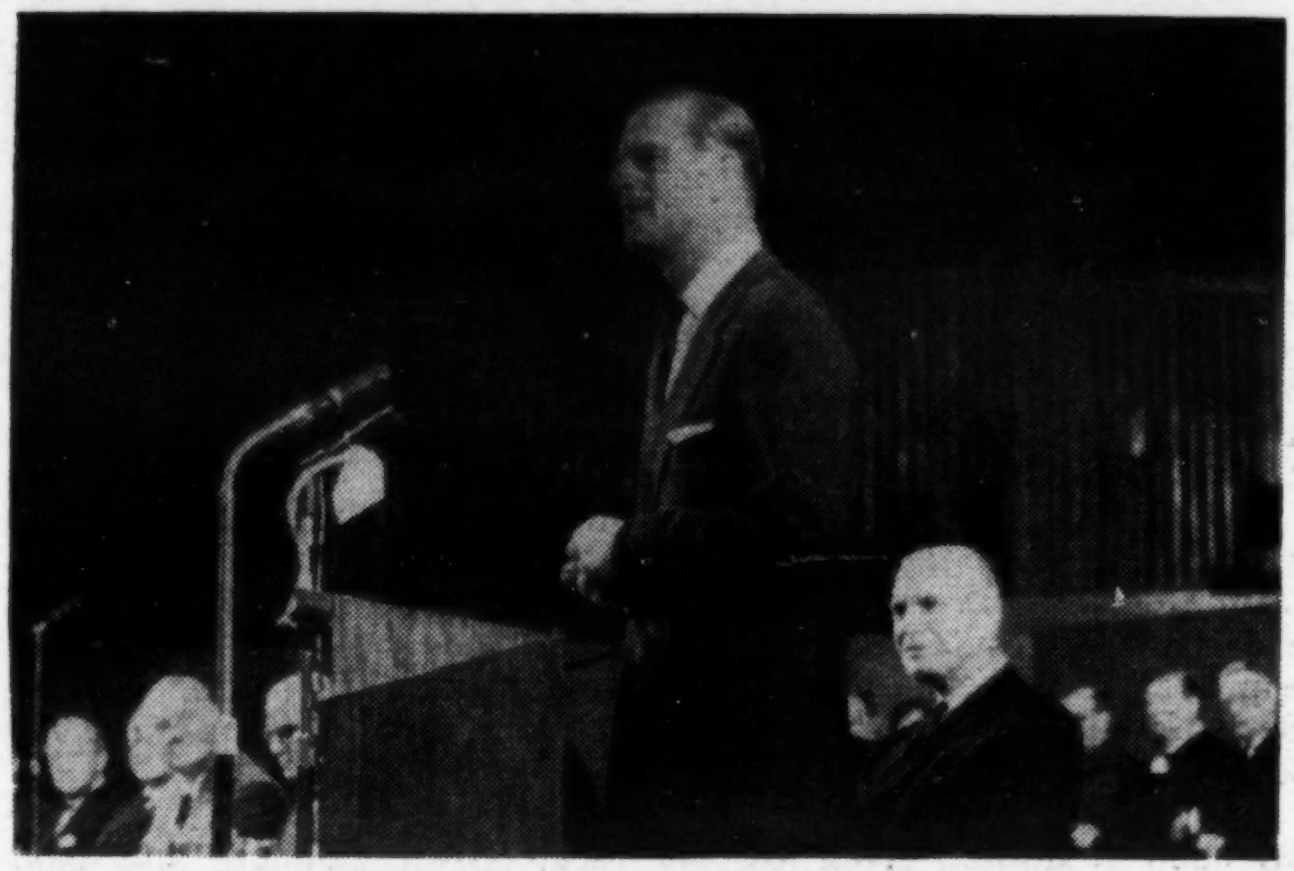
'I have no doubt this campaign being launched today will find the right response in every Ministry, board room and manager's office, drawing office and trade union headquarters. If it does not, even those who could not care less and those who think they are all right will be defeated because there won't be anything to care less about and there won't be anybody who is all right. If there is a whole-hearted response then it won't be long before British is Best becomes a reality, recognized throughout the world – and this country will be back on the road to prosperity.'

Mr. Michael Stewart: 'The basic fact that needs to be stressed again and again these days by all of us is that it is of fundamental national importance to achieve better quality and reliability, better salesmanship, and greater productivity per man hour throughout British industry if we are to improve our competitive position both at home and overseas, in face of intense and ever-increasing competition from the other industrial nations of the world, and if we are to remedy and stabilize our balance of payments position, and at the same time work to full and ever-increasing capacity at home in order to secure a better and fuller life for everyone. We cannot indeed work to full and ever-increasing capacity at home unless we do stabilize our balance of payments position.

'To say that these changes are needed, and urgently, is not to knock British industry. At its best, it is at least the equal of anything overseas. But the best companies are the first to admit that there is a continuing need – and a great deal of scope – for still further improvements. And of course the gap between the techniques and practice of the better companies and those which are not so good that is a gap which, as we all know, is very wide indeed.

'Practical follow-up action following the Prime Minister's recent National Productivity Conference is to be taken by the National Economic Development Council on the various productivity ideas discussed at that conference and all the relevant organizations will be drawn into this follow-up action as is appropriate. And this applies particularly to the British Productivity Council, which through its regional and local organizations can provide grass-root connections with industry to complement the more central resources of NEDC and of the little Neddies.

'The Productivity Council will be directly represented. In these discussions we shall be seeking increasingly co-operation between the Council, Government departments, and the National Economic Development Office and the little Neddies; and we are now considering a special effort with the help of the Productivity Council, to reach several thousand individual firms which, for one reason or another are not yet fully seized of the newer management techniques and practices, nor fully aware of the facilities for learning about them.'



HRH the Duke of Edinburgh speaking at the Royal Festival Hall on October 20 when he opened Quality and Reliability Year.

Lord Cooper, chairman of BPC and general secretary and treasurer of the National Union of General and Municipal Workers: 'This is a national event with a difference. We intend to combine two basic features of our national 'make-up' namely to link together the justifiable pride in our industrial achievements of the past with a determination to produce in the future goods and services which will be universally recognized as supreme in providing value for money.'

After stressing the all-round character of the representatives at the conference, Lord Cooper added: 'It is at the local level that the very real success of the year is going to be founded and the support of the civic authorities for the work of the 136 Local Productivity Committees and Associations and of the 86 local Quality and Reliability Groups which have been set up, and which are also represented here, is very heartening.

'I feel it is appropriate to mention also that the most important person of all (i.e. the consumer) is here and is represented officially by the Consumer Council. None of us connected with industry must ever lose sight of the fact that however important we believe our job to be, it is the customer who must be satisfied at all times if we are going to keep in business.'

Sir Harry Douglass, chairman of the Trades Union Congress and general secretary of the Iron and Steel Trades Confederation and past chairman of the British Productivity Council: 'As chairman of the TUC I recognize that the Quality and Reliability Year presents every one of us with an opportunity and a duty of getting to grips with the country's balance of payments problems. The reason this personal participation is acceptable is that, for the first time so far as any national campaign is concerned, there is widespread recognition throughout industry that this Quality and Reliability Year is a subject with which every worker is vitally concerned.

'Effective Quality and Reliability is essentially dependent upon teamwork and every member of the company from the chairman to the latest apprentice is a member, or should be, of the team. The TUC accepts this. The TUC has backed the holding of the Quality and Reliability Year ever since the first suggestion that it be held. The reason for this is we recognize that with Quality and Reliability there is a real place for and understanding of the importance of active worker participation.'

Mr. A. J. Stephen Brown, president of the Confederation of British Industry: 'Perhaps it has taken us a rather long time to catch up with the implications of technological development. In the old days of course the craftsman carried out his own quality and reliability programme. He knew that this preparedness to take infinite pains ensured reliability. Today it is perhaps too much to hope that the traditional craftsman's attitude can be retained in an era of highly diversified industrial processes, but this should not mean that perfection falls victim to modern mechanical devices, mass production and automation. It is essential, therefore, that the craftsman's painstaking procedures are replaced by efficient quality control techniques.

'There is no universal blueprint for Q and R. The individual firm, and its customers, has its own specific problems and, therefore, the organization for Q and R must be tailormade for the individual factory. In this way one can ensure that the tradition of personal involvement is not lost. For this reason the member firms of the CBI are coming forward to organize their own campaigns which will play such an important part in increasing our overall competitiveness. It is these individual firms that ultimately will be responsible for the maintenance and development of high standards, but this can no longer be left to the individual worker. Several speakers have emphasised it will be teamwork that will make our Q and R effective.

'If teamwork is the keynote of quality and reliability, the support promised by Sir Harry Douglass in terms of worker participation in the efficient management and application of Q and R systems is particularly welcome. Nevertheless, I would emphasise, that it is management that has the ultimate responsibility in devising and initiating these systems; although support from the workpeople will of course be essential and, let me say here and now, management must always be receptive to suggestions for improvement that may emanate from the shop floor. In this context there can be no possible conflict between the two sides of industry.'

Sir Paul Chambers, chairman of Imperial Chemical Industries Ltd.: 'I wonder how many people realize that our exports of goods *and services* are higher per head of the population than those of any industrialized country in the world? Higher than Germany and the United States, much higher – about three times – than Japan's. If I left out services Germany is just a nose ahead of us. I include the export services, because they are just as important for our balance of payments as the export of goods. Notwithstanding this record, we have recurrent balance of payments problems. This is, of course, due to the fact that our imports per head are also just about the highest in the world. Much of our imports, materials for industry and food, are unavoidable; but much could be reduced if we could beat foreign competition in our home market, which is just as important as exports.

'The main target of any manufacturer of goods or of any supplier of services is not to increase productivity; it is to provide what the customer wants, whether that customer is in Britain fighting foreign competition here, or in an export market. Improving productivity is, of course, one means to this end. But there is always the danger, in drives for increased productivity, that so much emphasis is placed upon quantity that quality and reliability are regarded as of secondary importance.

'Whether we are thinking of services or the supply of physical products, we have to remember that quality and reliability are, in fact, all part of productivity. The sole purpose of production is to satisfy the needs of customers, and if the quality and reliability is inadequate, that is as important as a deficiency in quantity or excessive price and represents low productivity – whatever the statistics may show.

'In any manufacturing establishment, the origin of the drive for quality and reliability must therefore come from the customers; in some cases these will be overseas customers, where poor quality or reliability can lose large export orders; in others the customers will be in this country, where, as I have said, it is just as important for British manfacturers to beat foreign competition. It is no good increasing output by modern means and bringing costs down dramatically if the products are unsaleable because the quality or reliability is unacceptable to the customers.

'Although the driving force for improved quality and reliability must come from the customers who are the users of the products, it is essential that the need for the highest achievable quality and reliability is recognized all down the line, not only in marketing and in management but right back to the skilled and unskilled workers on the shop floor.'

Mr. J. Murray Grammer, chairman, National Council for Quality and Reliability: 'Although the NCQR was formed as recently as 1961, it has, from the start, had in its membership a very broad cross-section of the community comprising, firstly, consumer interests – including the Consumer Council, the large national buyers and Government departments – secondly, professional interests – including professional institutions as diverse as engineering and accountancy – and thirdly, industry itself as represented particularly by the Confederation of British Industry and the Trades Union Congress.

'Since its formation, our Council has accumulated a large fund of knowledge and technical know-how in the field of Q and R and has recently extended its membership to individuals, firms, and educational establishments in its Associates Division – and to industry collectively, that is to say, the trade associations, trade unions, and research associations in its Industries Division.

'What then is the role of NCQR in a QRY campaign? Apart from the general support that it willingly gives it has a two-fold part to play. Firstly to complement the BPC's promotional role by providing a technical arm and service to the community and industry in Q and R matters; secondly, it will provide the continuing body for promoting Q and R to an ever-increasing extent, and also for keeping in touch with all technical advances in the Q and R field when this campaign is over.

'The Council's special effort in the QRY is a three-day conference to be held in Blackpool next month when no fewer than 41 case studies, each a practical example of what has been done not only in engineering but in many other industries and the service sector too, will be considered and discussed. I am sure that valuable lessons will be drawn from these case studies – and also definite proposals for future action will emerge.'

(*An article by Lord Cooper on the aims of Q R Year appeared in the* Board of Trade Journal of September 16, page 670.)

Restrictions on increases of laundry and dry cleaning charges

LAUNDRIES and dry cleaners will not be able to make increases in most of their charges without the consent of the President of the Board of Trade from October 24.

On October 21 the First Secretary of State made an Order and Regulations to this effect under the Prices and Incomes Act, 1966. (Temporary Restrictions on Increases in Prices and Charges (No. 1) Order, 1966 (S.I. 1966, No. 1321). Temporary Restrictions on Prices and Incomes (Consents) Regulations (S.9 1966, No. 1322).)

Following the statement issued by the Department of Economic Affairs on September 12 in which it was suggested that increases in prices or charges for which no convincing explanation was provided might be reported to the Government Department concerned, the Board of Trade have had a very considerable correspondence about increases in laundry and dry cleaning charges made since July 20. In many cases the increases reported exceed the estimate of 4-4½ per cent in respect of the Selective Employment Tax thought reasonable by the National Board for Prices and Incomes in their recent report on the industry. These complaints are, however, at present being investigated to discover whether the increases are justified, having regard to increased costs outside the control of the undertakings concerned. The decision whether any directions requiring prices to be reduced are called for will be taken in the light of these inquiries.

The First Secretary and the President of the Board of Trade have thought it right meanwhile, with the very evident public concern about the rise in laundry and dry cleaning charges in mind, that the standstill Order preventing any further increases without the President's consent should be made.

The charges covered by the Order are set out in the Schedule to it. Broadly, they cover charges for the items most commonly sent out for laundering or cleaning. Charges for processes such as pressing not undertaken as part of a laundering or cleaning operation are not covered.

The Order does not apply to charges by launderettes or similar cleaning facilities.

The Regulations also specify that the Minister of Labour shall be the appropriate Minister for the purpose of giving consents to increases in pay in any cases which may be covered by orders made under Sections 28 and 29 of the Act.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 11.

Tariff heading	Proposed definition for tariff purposes	Asked for as	Exemption required until	Reference
28.33	Sodium bromide containing not more than 96% by weight of total bromides calculated as sodium bromide	Sodium bromide technical	December 31, 1967	6911
29.22	Triethylammonium 3β, 17β - dihydroxyandrost-5-en-17∝-ylpropiolate	Triethylamine 3(3β:17β-dihydroxyandrost-5-en-17∝-yl)-propiolate	December 31, 1967	6917
29.35	*NN* - Dicyclohexylbenzothiazole-2-sulphenamide	N.N - Dicychlohexyl - 2 - benzothiazylsulphenamide	December 31, 1967	6909
39.02	Polyvinyl chloride having and apparent density of not more than 0·3 grammes per millilitre and a viscosity number of not less than 170 when tested by the methods described in British Standard 2782: 1965	'Rhodopas'-PVC resin .	December 31, 1967	6895
73.15	Steel wire containing not less than 23% by weight of chromium, not less than 18% by weight of nickel and not less than 0·35% by weight of total carbon, and weighing not less than 8·0 grammes and not more than 33·0 grammes per metre	High carbon welding wire	December 31, 1967	9181
85.18	Tantalum capacitors greater than 10 microfarads in capacitance, of a kind for incorporation in deaf aids, with a maximum length not exceeding 7 mm. exclusive of leads and with a transverse cross section having a circumference not exceeding 14 mm.	Tantalum capacitors .	December 31, 1967	7483

Note: The following are re-advertisements, under revised definitions, of two current exemptions:

Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
39.01	Resins, being products of the condensation of adipic acid with a mixture of propane-1, 2-diol and ethanediol of which the ethanediol content is not less than 50% by weight, and having: (a) an acetyl value not less than 34 and not more than 38 (b) an acid value not more than 1 (c) a colour not deeper than 50 Hazen units and (d) a viscosity at 40° centigrade of not less than 70 seconds and not more than 125 seconds, for a free fall of 20 centimetres of a steel sphere ⅛ inch in diameter, in a tube of internal diameter 3·5 centimetres, when determined by the method of British Standard 188:1957, part 3.	Resins, being products of the condensation of adipic acid with a mixture of propane 1: 2-diol and ethanediol of which the ethanediol content is not less than 50% by weight, and having: (a) an acetyl value not less than 34 and not more than 38, (b) an acid value not more than 1, (c) a colour not deeper than 50 Hazen units and (d) a viscosity at 40° centigrade of not less than 95 seconds and not more than 125 seconds, for a free fall of 20 centimetres of a steel sphere ⅛ inch in diameter, in a tube of internal diameter 3·5 centimetres, when determined by the method of British Standard 188:1957, part 3.	6235
85.18	Tantalum capacitors, of a kind for incorporation in deaf aids, with a maximum length not exceeding 7 mm. exclusive of leads and with a transverse cross section having a circumference not exceeding 10 mm.	Tantalum capacitors of a kind for incorporation in deaf aids being approximately cylindrical in shape with a maximum diameter not exceeding 3 millimetres and a maximum length not exceeding 7 millimetres exclusive of leads.	7483

Monopolies Commission report on the supply of petrol to retailers

THE SOLUS PETROL (No. 2) Order 1966 (SI 1966 No. 1314) was made by the President of the Board of Trade and laid before Parliament on October 20, and came into force the following day. It replaces earlier Orders, made in July this year, which lapsed on October 20, and which were designed to bring Total Oil Products (G.B.) Ltd. into line with the other suppliers of oil and lubricants to United Kingdom retailers who had all given the President undertakings intended to remedy abuses identified by the Monopolies Commission in their report of July 1965. The Total Company was not prepared to give these undertakings in full.

The Parliamentary Secretary to the Board of Trade (Lord Rhodes) informed the House of Lords on October 18 of the intention to allow the earlier Orders to lapse and to introduce a fresh Order to the same effect so that the Total Company could avail themselves of the petitioning procedures of the House of Lords.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 6d. (by post 1s. 9d. from HMSO, PO Box 569, London, S.E.1.).

Consideration of merger

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed acquisition of Ruston & Hornsby Ltd., by The English Electric Co. Ltd., to the Monopolies Commission under the provisions of that Act.

Lord Geddes forecasts visitors will top 3 million mark

LAST YEAR Britain attracted 2,776,000 visitors from abroad. The money which they spent here, together with the money they paid in fares to British carriers, amounted to £321 million.

These figures were given by Lord Geddes, chairman of the British Travel Association, Britain's official tourist organization, at the Association's annual meeting in London on October 19.

By the end of 1966, he said, it was estimated that Britain would have received for the first time in any one year a total of three million overseas visitors. Foreign-currency earnings from this traffic would be in the region of £330 million.

Lord Geddes went on: 'Today the foreign revenue which Britain derives from tourism ranks with that earned by such long-established tourist countries as France and Italy, and even exceeds that of Switzerland and Austria – countries which were engaged in a world-wide policy of advertising their tourist attractions long before the British Travel Association was founded or the 'Come to Britain' campaign launched. It is fair to claim that our own overseas promotion has been a major factor in establishing Britain as one of the leading tourist areas of the world. It is our aim to strengthen that position by a continual improvement in our methods of marketing.'

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Visits by British Overseas Commercial Representatives

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

AUSTRALIA (Sydney)	C. A. HOLMES First Secretary (Commercial)	January/ February	In present post since 1966.
BOLIVIA (La Paz)	J. E. BROADLEY First Secretary (Commercial)	January/ February	In present post since 1965.
IRAQ (Baghdad)	E. R. PRIOR Second Secretary (Commercial)	January	Took up post 1966.
JAPAN (Tokyo)	E. C. PENSON, MBE Second Secretary (Commercial)	January	In present post since 1949.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet either of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of October 7, 1966.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British Firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

Trade mission from Afghanistan

THE FIRST-EVER trade mission from Afghanistan to visit Britain arrived on October 20 for a twelve-day stay as the guests of the London Chamber of Commerce. Their visit follows the London Chamber mission which visited Afghanistan in October 1965.

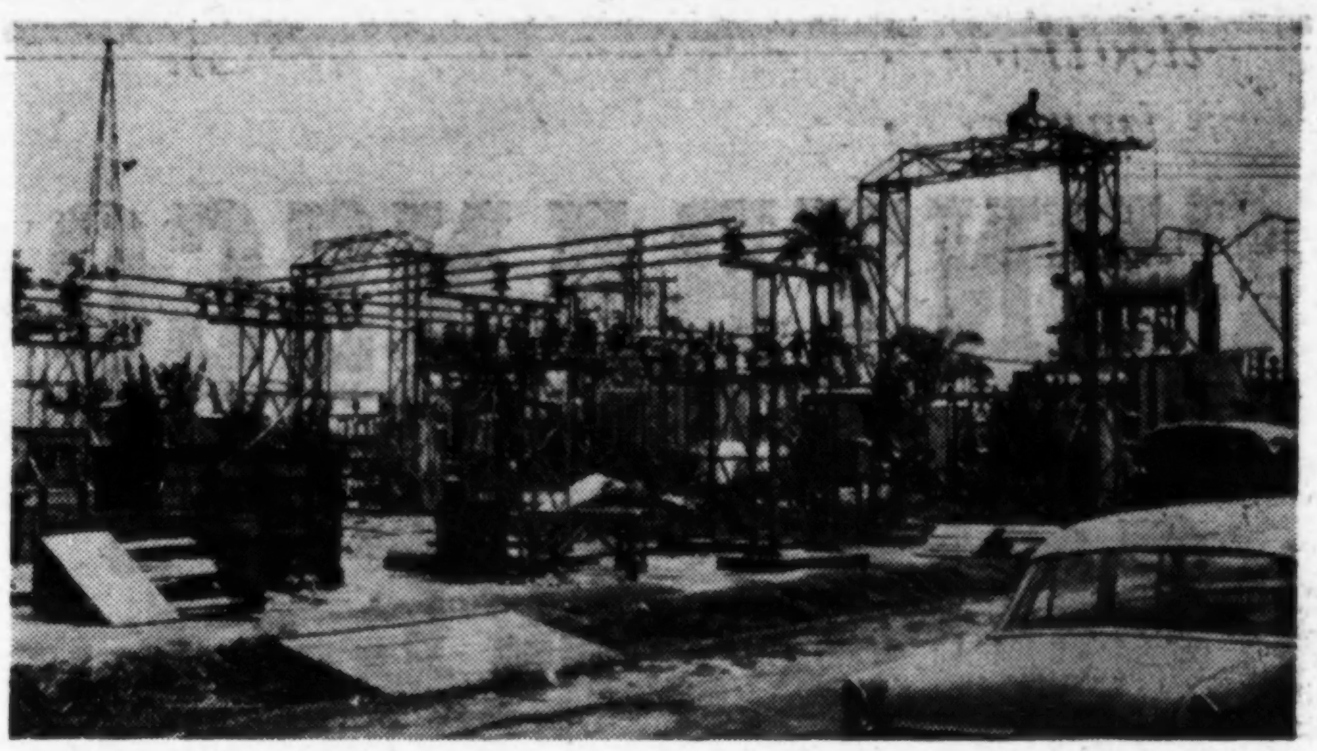
The six-strong group, which will be led by Mr. A. G. Seraj, president of the Afghanistan Chamber of Commerce, includes both importers and exporters. Among British products they are interested in buying are machinery of all types, vehicles, electrical equipment and consumer goods. Products they want to sell include cotton, skins and hides. A full programme includes a meeting with Lord Brown, Minister of State, Board of Trade.

CBMPE Middle East mission

A MISSION TO the Middle East under the leadership of Mr. J. M. Hodge of M & C Switchgear Ltd. is the latest in a series sponsored by the Council of British Manufacturers of Petroleum Equipment. It will leave London on October 30 and return on November 16.

The mission will visit Iran, Kuwait and Iraq to contact the authorities or organizations concerned with the production, refining and transport of petroleum and with the petrochemical industry, and to indicate that within the wide-ranging membership of the Council of British Manufacturers of Petroleum Equipment are companies able to supply from the United Kingdom, virtually every type of equipment needed by the oil and petrochemical industries.

The mission has the support of the British National Export Council and the Board of Trade.



Part of the five-bay single busbar switching station at the Port Harcourt Town substation, Nigeria. All of the 33kV and 11kV switchgear ordered for this substation was supplied by South Wales Switchgear Limited, of Blackwood, Monmouthshire.

Trade mission for New Zealand, Australia and Fiji

THE LONDON Chamber of Commerce is to send an 11-man trade mission to New Zealand, Australia and Fiji, from February 10 to March 22, 1967. The mission is to be led by Mr. A. Raymond Mais, chairman of Trollope and Colls Ltd. The mission will spend three days in Fiji before starting a three-week tour of New Zealand. Eight members of the mission will then go on to Australia.

Members' interests will include the supply of capital and construction plant, engineering products and services, industrial materials and machinery, automotive equipment, metals, agricultural and grading equipment, diesel engines, turbines, locomotives and boilers, chemical plant, tools, shipping and merchant services.

Trade mission to Far East

A TRADE MISSION organized by the London and Birmingham Chambers of Commerce in conjunction with BNEC, and led by Lord Erroll, will visit Malaysia, Singapore and Bangkok from November 6-26.

The mission will also visit the First Asian International Trade Fair on the opening day, November 17, and the British National Day, November 19.

Successful Scottish mission

A SELLING MISSION from the Glasgow Chamber of Commerce, headed by its president, Mr. C. A. Oakley, has recently spent a week in Baden-Wuerttemberg, and all its members report that they have been able to effect very encouraging links with potential German buyers and, in some cases, concrete orders have already been booked. Firm agency and distributorship arrangements have also been made in some cases. The preliminary arrangements for the tour were made by the British Consulate-General in Stuttgart.

Publicity for Australian-British trade

A SUMMARY OF THE Promotion and Public Relations Services of the Australian-British Trade Association is contained in a recent issue of the Association's *Bulletin*. The Association's promotions and public relations section prepares and carries out specific trade promotions, e.g. press conferences, exhibitions, itinerary planning, etc., on behalf of industry or member companies. The public relations section also has a wide range of activities, including the preparation of material for and liaison with press, radio and television, production of brochures, publicity for visiting executives, etc. The cost of these services, says the *Bulletin*, is 'realistic and economic'.

Inquiries should be made to the Australian-British Trade Association, 42 Leicester Square, London, W.C.2.

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NATO infrastructure contracts

INDUSTRY IS REMINDED that works arising in connection with the NATO infrastructure programme can provide British firms with considerable opportunities for export business.

The term Infrastructure includes all those fixed installations which are necessary for the deployment and operation of armed forces and certain closely associated mobile installations, e.g. airfields, telecommunications, military headquarters, fuel pipelines and storage, radar warning and navigational aids, port installations, missile installations etc. The cost of providing NATO infrastructure is shared by all members of the Alliance. NATO Commanders put forward their requirements in the form of programmes which are approved by the North Atlantic Council and implemented by the country on whose territory the installation is to be set up. These 'host countries' invite firms in all NATO member countries to submit competitive bids for contracts for these installations.

The Common Infrastructure Programme approved for 1966, known as the 17th Slice, includes a number of projects which will be of interest to United Kingdom firms. Security considerations limit the amount of information which can be published in advance but the following figures indicate the scope of some of the work likely to be undertaken both in the United Kingdom and other NATO countries:

Airfields	£10 million
Naval bases	£·9 million
Oil installations	£9 million
Communications and radar equipment	£11 million

In addition there is a substantial programme for work on missile installations. Apart from the 17th Slice, there are also important contracts still to be let for infrastructure work programmed under earlier slices.

Before tenders are invited the host country gives notice of its intention to the Embassies of the other NATO countries. The British Embassy immediately sends this information to the Board of Trade who arrange for it to be published in the *Export Service Bulletin*. Each notice includes all available details of the work to be done and the information necessary for interested firms to apply to bid.

It is not normally possible to give advance information about individual projects, but general inquiries about NATO infrastructure tenders should be made to General Department, Board of Trade, Room 403, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2383).

National Modernization Committee for the docks

AT THEIR meeting on October 19 under the chairmanship of Lord Brown, the National Modernization Committee for the Docks resumed its discussion on the Devlin Report and the Minister of Labour's recommendations on dock workers' pay, and a number of points of interpretation were cleared in discussion.

It was agreed that a letter should be sent from the National Committee to the Local Modernization Committees setting out their role in the current situation.

Discussions at the committee have helped to clear the way for the unions to make arrangements for a meeting of national docks delegates to discuss the recommendations on pay and other matters which will accompany de-casualization.

Report on container-shipment experiment between Britain and USA

AN EXPERIMENT in the container-shipment of cargoes between Britain and the United States is the subject of a report published simultaneously in London and New York on October 27.

The experiment was organized jointly by the United States Maritime Administration and the National Ports Council of Great Britain. In all, 40 organizations took part – 22 in the United Kingdom and 18 in the United States.

Further details will be given in next week's issue. Meanwhile, copies of the report, 'North Atlantic Container Experiment, 1966' can be obtained from the National Ports Council, 17 North Audley Street, London, W.1, price 5s. each.

New Books

Explanatory Notes to the Brussels Nomenclature. Customs Co-operation Council. (3 vols. 1,892 pages. £19 7s., by post £19 17s. 6d., from HMSO and Government bookshops.) The Customs Co-operation Council has published a new edition of the 'Brussels Explanatory Notes' in three sturdy loose-leaf volumes replacing the previous, conventionally bound, edition which has been out of print for some time. The 'Brussels Nomenclature' – more correctly, the Nomenclature for the Classification of Goods in Customs Tariffs - is an internationally agreed classification of goods for customs tariff purposes which is now used by many countries, including the United Kingdom, as the basis of the customs tariff. The *Explanatory Notes* contains commentaries on the Interpretative Rules and on the practical effects of the Section Notes and Chapter Notes (all of which form part of the Nomenclature itself), and detailed descriptions of the scope and content of each Nomenclature heading. It contains much useful background information which is of assistance in classifying goods for tariff purposes; and is, consequently, helpful to importers and agents who have occasion to use the United Kingdom tariff, and also to exporters and others who need to refer to the tariffs of other countries using the Brussels Nomenclature. The new edition also contains, as an additional feature not previously included, some Supplementary Explanatory Notes indicating the scope and content of the statistical sub-headings which the Council has recommended for insertion in the customs tariffs or statistical nomenclatures operated by countries using the Brussels Nomenclature, so as to ensure correlation with the United Nations Standard International Trade Classification, Revised. Amending supplements, comprising new pages to replace those affected by amendments, will be issued twice a year. (The first of these is, in fact being distributed with the new edition.) *The Alphabetical Index to the Explanatory Notes to the Brussels Nomenclature* is also available from HMSO, price 95s., by post 99s. 6d. Although the page number references in this index are no longer correct, as they refer to the previous edition of the Explanatory Notes, each index entry also refers to the Brussels Nomenclature heading number, and these of course are unchanged.

A Guide to Payments Risks and Import Regulations Abroad. (Available free from Barclays Bank Limited, Economic Intelligence Department, 54 Lombard Street, London, E.C.3. 45 pages.) Every four months Barclays Bank revises this summary of the economic conditions in 96 nations. Under country headings (which range from Algeria to Zambia) are given outlines of recent economic activities which are liable to affect trade; a note of current import licensing requirements; a statement of foreign exchange reserves, and warnings for British exporters of any possible payment difficulties. At the head of each section the current exchange rate is given. The contents page also gives figures for United Kingdom exports, 1965 and 1966, to all countries listed. A feature of the *Guide* is the emphasis it is able to give to current happenings. For instance, British Weeks are being held this month in both Lyons and Florence, and the current *Guide* gives additional and more detailed information on conditions in both France and Italy. Mention is made of the arrangements for the Weeks and graphs compare industrial production, wages and retail sales, 1963-1966, in both countries. A pictograph shows the main items imported from the United Kingdom by both countries and compares 1964 with 1965. A warning to British exporters about secure payment terms and a note about the services of the Export Credits Guarantee Department preface the *Guide*, together with notes on the EEC, EFTA and other similar groups.

Trading Abroad. (25 pages. Midland Bank Limited. Available free from any branch of the Midland Bank). A revised edition of a booklet which describes the Midland Bank's overseas trade promotion services for exporters and importers. It also deals with such matters as exchange control regulations, methods of payment and export credit insurance.

Discrimination in International Trade, the Policy Issues 1945-1965, by Gardner Patterson. (430 pages. Oxford University Press, for Princeton University Press, 80s.). Professor Patterson's book is concerned with the major policy issues that arose in the period 1945 to 1965 because many nations consciously chose to discriminate in their trade and payments, hoping thereby to further their national objectives. It analyses what each nation hoped to gain by treating imports from some area of the world more favourably than from others, and what the most important consequences of these actions, for themselves and for other countries, seem to have been. The book is based on research carried out in Europe, and in particular on the archives and records of the Contracting Parties to the General Agreement on Tariffs and Trade. The sources used, which also include a large number of published items, are identified in footnotes throughout the book, but rather surprisingly there is no bibliography. The main divisions of the book deal with discrimination for balance of payments reasons; discrimination as a stepping stone to non-discrimination, of which the sterling area dollar pool and the European Payments Union – OEEC trade liberalization scheme were the main examples; discrimination and permanent regional organizations, including an evaluation of the discriminatory aspects of the European Economic Community and the European Free Trade Association; discrimination as a tool for protection, with special reference to the policies adopted towards Japan; and discrimination to facilitate economic development. The book ends with a chapter summarizing the findings and conclusion of this study.

Soviet Affairs. *Number Four.* Edited by Michael Kaser. *St Antony's Papers Number* 19. (156 pages. Oxford University Press, 30s.). Included in this collection of essays are chapters on choices facing the Soviet planner, the Soviet consumer and the optimal plan, the market mechanism in a socialist economy, recent population trends in the USSR, long-run export policy in a centrally-planned economy, and Soviet farm output and food supply in 1970. The final chapter 'Soviet statistical abstracts 1956-65', by Michael Kaser contains a list of the 431 abstracts of economic statistics issued in the USSR since 1956. All but 33 of these are in one or another of seven Western libraries (the Library of Congress in Washington, the United Nations library in Geneva, and five British libraries). The list gives title, place of publication, date of publication, and the number of pages, and shows which of the seven libraries hold copies; it brings up to date the library accessions recorded annually in *Soviet Studies.* Copies of the more important of the abstracts are also available for reference by exporters and others in the Board of Trade Statistics and Market Intelligence Library at Hillgate House, 35 Old Bailey, London, E.C.4.

The Marketing of Plastics, by Paul I. Slee Smith. (175 pages. 55s., by post 57s. 6d., from Rubber and Technical Press Ltd., Tenterden, Kent.) This book is chiefly concerned with the purchasing requirements of the numerous user industries and consumer interests which buy plastics as raw materials, manufactured products, or finished goods. The early chapters which describe the plastics industry's structure, and the manufacturing and processing techniques, form a background to an examination of the marketing problems of the industry. The book then deals at length with the value of research and technical services in marketing operations and continues with a full discussion of market research by examining and describing the various methods used and attempting an evaluation of their relative effectiveness in relation to their cost. There are sections on advertising and public relations and a consideration of the usefulness of exhibitions, trade literature and films as methods of trade promotion.

Mergers in Modern Business, by Nicholas A. H. Stacey. (138 pages. Hutchinson. 42s.). The author is a director of Chesham Amalgamations & Investments Ltd., and is a strong advocate of the constructive role mergers can play in reshaping British industry so that it can compete more effectively at home and abroad. The book is divided into four parts. Part one, entitled 'Recipe for mergers', takes up almost half the book and examines the industrial scene and conditions that lead to mergers, the structure of mergers, and advice on how to merge. Part two, 'Recipe for Government', describes the Government's attitude as it has emerged in the post-war period and expressed finally in the Monopolies and Mergers Act, 1965, followed by a brief chapter on the Industrial Reorganization Bill and its implications. Part three, 'Attitudes abroad', relates the progress of mergers in Europe and America and underlines the pitfalls for the unwary in international ventures. Part four, 'Recipe for industry,' looks forward to the 1970's and the conditions likely to prevail. This is a practitioner's book and as such will be of interest to management in commerce and industry.

The British Dependencies 1966. Reference Division, Central Office of Information. (48 pages. 2s., by post 2s. 3d., from HMSO and Government bookshops.). The information in this booklet relates to the position in April 1966. It brings up to date an earlier booklet *UK Dependencies in Brief.* After describing the history of British colonization and 'decolonization' the booklet gives a short note on each of the 30-odd remaining dependencies. The booklet is designed for quick reference and the tabulated information given for each country includes a 'potted" historical outline, with particular emphasis on the present (i.e. April 1966) state of constitutional advance.

Other publications

COMMONWEALTH ECONOMIC COMMITTEE ANNUAL REPORT COVERING THE PERIOD 1 APRIL 1965 TO 31 MARCH 1966. 13 pages. 1s. 6d., by post 1s. 10d., from HMSO and Government bookshops.

REDGRAVE'S FACTORIES ACTS. Twenty-first Edition by Ian Fife and E. Anthony Machin. Consulting editor P. G. Horsler. 1,400 pages. Butterworth & Co. (Publishers) Ltd. 80s., by post 81s. 9d.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, OCTOBER 19

Prices and Incomes Standstill

The President was asked how many manufacturers and retailers have agreed not to impose price increases as a result of his department's intervention; and what proportion of the total this represented. He replied: 'The White Paper on the Prices and Incomes Standstill asks manufacturers to notify the Government of proposed increases in prices. So far the Board of Trade have received 140 such notifications. Of these 17 have been accepted as coming within the criteria stated in the White Paper, five having already been withdrawn and the remainder are still under discussion. The Board are also investigating all complaints received from the public of price increases by retailers. Four such increases have been withdrawn, and some of the largest retailers have given assurances that they will not increase prices more than is justified by the strict application of the criteria staged in the White Paper. In general, the evidence is that the great majority of both manufacturers and retailers are complying fully with the policy set out in the White Paper.'

Investigations by Monopolies Commission

Asked what proposals he had for further investigations by the Monopolies Commission, the President answered that he proposed to ask the Monopolies Commission to investigate the supply of clutch mechanisms for motor vehicles. The reference would be made shortly.

American subsidiaries in United Kingdom

A member asked how many firms, public companies and private companies resident in this country were now either owned by or controlled by the United States Government or by firms, companies or private citizens and what was the estimated total value of all such firms; and what were the comparable figures for 1946. The President answered that it was estimated that about 1,600 non-financial companies registered in the United Kingdom were owned or controlled by United States companies, and that the book value of their net assets was now about £1,900 million. No comparable figure was available for 1946.

Industrial Reorganization Corporation Bill

The Industrial Reorganization Corporation Bill was given a second reading in the House of Commons on October 19. The debate is reported in *Hansard* (Vol. 734, No. 77) columns 218 et seq.

THURSDAY, OCTOBER 20

Scottish tourist interests

Mr. Roy Mason replied to a questioner who asked the President if he would state his plans for enabling the tourist interests of Scotland to be represented and promoted at the forthcoming United Nations International Tourist Year 1967.

'The General Assembly of the United Nations, now meeting in New York, has not yet considered the recommendation that 1967 should be designated as "International Tourist Year",' he said. 'If the recommendation is adopted, the British Travel Association will consult the Scottish Tourist Board on suitable measures to mark the occasion'.

Australian visit

The President was asked if he would make a statement on his recent official visit to Australia. He replied that he had visited Australia between September 18 and 30, including in his tour Canberra and the six state capitals. 'I should like to express my thanks to the Australian Government for their warm hospitality', he said.

The purpose of the visit had not been to negotiate with the Australian Government on trade matters, but to see at first hand and to encourage the British export effort in Australia. The main impressions he had received were the great goodwill which still exists towards Britain and the vast opportunities for the expansion of British exports, particularly in the capital goods sector.

Trade with Taiwan

A question was put to the President as to what steps he had taken to improve trade with Nationalist China in the last two years; what trade representatives Great Britain had in Taiwan; whether he was sending a representative to attend the annual Taiwan European Industrial Symposium to be held this year on November 8 and 9 in Basle; whether he was arranging with recognised British organisations for fostering exports to have the required financial allowances to attend this symposium; and what contacts he maintained with the Free China-Europe Industrial Institute in Rotterdam.

In reply, Mr. Douglas Jay said that the usual services of his Department were available to British firms trading with this market and exports had doubled over the last two years. Commercial work was undertaken by HM Consul in Tamsui (who is accredited to the provincial authorities) and his staff. The Board of Trade would not be represented at the Symposium in Basle, but any British person interested in attending could apply for the appropriate currency allowance. He had no contact with the organization mentioned.

Capital investment

Questioned on the total value of capital investment in plant and machinery in manufacturing industry during the first nine months of this year; and what percentage increase or decrease this represented on 1965, the President said that in the first half of 1966 this investment was £472 million at current prices and was, in volume, 3 per cent higher than the average level in 1965. Figures for the third quarter were not yet available.

Laundry charges

The President was asked if he would revoke approval of the recent increase in laundry charges, in view of the evidence that they are calculated to produce profits in excess of the cost occasioned by tax increases.

His reply was, 'In those cases where my Department's inquiries have shown that increased charges are justified by the criteria in paragraphs 4 and 5 of the White Paper on Prices and Incomes standstill, the laundries have been informed accordingly. A large number of cases in which the facts are more complicated are the subject of further inquiries'.

(*See also page* 1053)

Company inspection

The President was asked, 'How many inspectors have been appointed to investigate the affairs of limited companies in each of the past 10 years; on how many of these occasions private firms have been instructed to act on behalf of the Board of Trade; and what was the average length of time spent on each report?'

Answering this question the President gave the following information:

1. The number of companies (73 in all) in respect of which inspectors have been appointed was for each of the 10 years from September 30, 1956, to September 30, 1966, as follows: 1956-7, 2; 1957-8, 1; 1958-9, 4; 1959-60, 12; 1960-1, 8; 1961-2, 11; 1962-3, 8; 1963-4, 11; 1964-5, 5; 1965-6, 11.
2. During this period 42 barristers, 43 practising accountants and one actuary were appointed in 46 of the 73 cases.
3. 17 months 2 weeks.

Trade with Russia

The President was asked, in view of the fact that imports from the USSR for the first six months of 1966 amounted to £45,537,000, whereas exports were only £26,964,000, what new steps he was taking to increase trade both ways, and to close the gap by greater export of British consumer goods.

'Our exports over the first nine months of 1966 were 17 per cent more than in the same period last year. Our exports of consumer goods shared in this increase', the President replied. Means of expanding Anglo-Soviet trade were under constant attention he said, and he looked forward to a continuing increase in the scale of Soviet purchases from Britain.

FRIDAY, OCTOBER 21

Board of Trade staff

Asked what increase or decrease there has been in the staff of the department under his control since October 16, 1964; and what increase or decrease he anticipates in the period up to October 15, 1967, the President said that there had been an increase of 10,045 in the Board of Trade and of 149 in the Export Credits Guarantee Department. The former figure included the transfer to the Board of about 1,800 staff from the Ministry of Transport dealing with shipping and related matters and of 8,613 from the Ministry of Aviation, of whom 2,160 are seconded to the British Airports Authority, and the transfer of some 800 staff from the Board to the Diplomatic Service, the Department of Economic Affairs, the Ministry of Technology and the British Museum. It was not possible to give a forecast for October 1967 until decisions were taken on the Estimates for 1967/68.

Visit to Basle

The President was asked how long the Minister of State was in Basle in connection with the International Nuclear Energy Exhibition in September, what was the size of his entourage, and how much had been spent out of public funds on the whole visit. Mr. Roy Mason replied, saying that he had spent one day in Basle, and one in Zurich where he visited an exhibition of British carpets. He had been accompanied by his Private Secretary. The total cost to public funds of air fares, airport charges and hotel accommodation for himself and his Private Secretary had been £143 11s. 11d.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Nov. 9 .	**Aircraft and Aero engine spares, Miscellaneous Stores.**	**No. 16 Maintenance Unit R.A.F. Stafford.**	**South & Stubbs (Dept. L) 28 Eastgate Street, Stafford. (Tel. Stafford 2331.)**

Aircraft and Aero engine spares: Miscellaneous aircraft spares, including blanket thermals; shackles; cable; fuel pipes; ignition cable and harness; pressure gauges; end rollers; aero engine support rings; cylinder plates and elements; manifolds; gearboxes; ejector nozzles; heat shields; oil pumps; starters; miscellaneous instruments including runway lights and meters; aircraft tools and a large assortment of other spares.

Miscellaneous stores: Standard 18 h.p.; Austin K5 and Caterpillar D8 engines; Land Rover, Austin and Vanguard and AEC spares; Coles crane spares; Sykes portable water pumps with petrol motors; hydraulic jacks 25 tons; scrap batteries; miscellaneous M.T. spares; parachute fittings; Cooke, Troughton and Simms theodolites; Stanley, Watts and Ottway theodolites; miscellaneous plant spares; aluminium boxes; wooden crates and boxes; pulley blocks and chains; radar and radio spares; 5 tons scrap tyres; miscellaneous furniture including office tables; airmens' lockers; steel cupboards and lockers; easy and armchairs; Windsor chairs; kitchen tables; dressing tables; wardrobes; kitchen crockery; curtains and covers; blankets; pillows; household equipment; holdalls, signal satchels; rubber and canvas hose etc.

Nov. 17 .	**Aircraft spares, miscellaneous stores, including:**	**No. 25 Maintenance Unit, R.A.F. Hartlebury, Worcs.**	**Nock & Joseland (Dept. L) 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Powered flying control and flight refuelling equipment; rubber dinghies; aircraft wheels; parachute assemblies; brake units; motors; trailer chassis; friction plates; cameras and photographic equipment; film and bromide paper; power distribution stands; generators; regulators; transformers; rectifiers; actuators; inverters; E.M.I. recorders; RCA receivers; wooden cases and crates; steel pallets; webbing equipment; pedestal and various lamps; furniture; clothing, including greatcoats; raincoats; blouses; trousers; khaki drill; shirts, underwear etc; footwear; and a large assortment of general stores.

Nov. 22 .	**Machine tools, miscellaneous stores, including:**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Ottway 7 x 50 telescopes and monoculars; Ross 7 x 50 prismatic binoculars and monoculars; Barr & Stroud 7 x 50 prismatic binoculars; spares for Mather & Platt and Duke & Ockendon centrifugal water pumps; Allen 'Sheepsfoot' roller; Aveling Barford road rollers (2½ ton petrol driven); fireboat spares; spares for Chrysler 'Crown' 26 h.p. petrol engines; grit spreading machines 4 ton capacity; portable drilling machines; electric drills; buffers and grinders; hand drills; welding machines; hand presses; pneumatic head cutter; hand grinders; Sulzer and Tangye self propelling pumps; electric motors; wooden extending ladders 30 ft. and 35 ft.; steel lockers; metal bottling racks; radar and radio equipment; miscellaneous fans; electrical and wireless spares; photographic equipments tool kits; batteries; blocks and tackle; wooden cases; tar and bitumen oil-fired heaters; Morris jib crane (10 cwt.); road making equipment; Johnson 22 h.p. outboard motors; hutting accessories; large quantity of clothing and footwear.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Nov. 1 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road Wembley, Middlesex. (Tel. Wembley 3212/4.

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

Three more firms move in to Cumbernauld

THREE MORE FIRMS are to move into 2,000 sq. ft. 'nest' factories in Cumbernauld New Town, near Glasgow.

Mander-Kidd Ltd., of Wolverhampton, makers and distributors of printing inks, is to set up a depot and pilot production plant in Cumbernauld. Rentaflower Ltd., of Liverpool, makers of 'man-made' flowers and floral arrangements, will base its Scottish operations in the New Town. The third firm, Rolatruc Ltd., with headquarters in Slough, intends to use the new Cumbernauld factory for servicing and spares for its growing business in materials handling equipment in Scotland. Manufacture of the equipment is also likely in the future.

Each 'nest' factory is 2,000 sq. ft. in area and is fully serviced. The three new firms regard their move as an important first step towards expansion in Cumbernauld. Their decision means that 46 new firms have now been established in Cumbernauld since the New Town was designated ten years ago.

DERBYSHIRE COUNTY COUNCIL

TENDERS FOR UNIFORM CLOTHING

TENDERS are invited for the supply of UNIFORM CLOTHING FOR HEALTH VISITORS for a period of 3 years from 1st April, 1967 on a fixed price basis and on a fluctuating price basis in respect of national wage awards affecting the wages of the workmen engaged on the contract. Forms of Tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK. SEALED TENDERS (together with samples of cloth) must be forwarded in envelopes which will be provided and must be delivered to the undersigned not later than 12 noon on Wednesday, 9th November, 1966. The Council does not bind itself to accept the whole or any part of any Tender submitted.

D. G. GILMAN, *Clerk of the County Council.*

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1964															
4th quarter	127	130	148	143	125	107	159	124	177	191	154	+151	+ 76	+30	+15
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
1966															
March		135													
April		134				110									
May		133				110									
June		132				111									
July		134*				109									
August		135*				110									
						109									

	ORDER		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter			137·5	+3·7	114·7*	133·7*	169·8	322	253		161*	157*	
1966													
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	123*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·1*	133·7*	169·8	318	255		164	163	
September			137·6	+3·6	113.1*	133·7*	169·8	344	235		154*	158*	
October								377*	217*				

* Provisional. † Not seasonally adjusted.

Index of industrial production for August

THE PROVISIONAL index of production for August 1966, prepared by the Central Statistical Office is 135 (seasonally adjusted).

For the three months June to August 1966 it is provisionally estimated that production as a whole was 0.2 per cent higher than in the preceding three months, March to May 1966, and for manufacturing industries alone the increase was 0.1 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

				Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
	Total all industries	Mining and quarrying	Total manufacturing industries	Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Ship-building and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	158	142	160	133	144	74	129	123
Unadjusted:														
1965 1st quarter	136	98	136	117	111	126	162	140	165	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	160	147	162	134	141	74	140	127
3rd quarter	123	81	125	119	113	131	152	137	155	121	134	72	111	109
4th quarter	137	95	139	125	119	138	158	146	160	139	154	75	134	125
1966 1st quarter	137	90	140	121	116	129	167	146	170	142	156	73	139	128
2nd quarter	134	90	138	127	116	145	164	152	166	137	149	73	139	120
1966 June	135	87	140	132	119	153	168	150	171	141	155	74	140	120
July (prov.)	124	78	126	121	112	138	160	147	162	127	148	73	112	98
Aug. (prov.)	119	65	121	117	109	131	154	136	157	118	129	76	108	
Seasonally adjusted:														
1965 1st quarter	132	95	133	122	113	137	157	140	160	132	144	74	128	127
2nd quarter	131	91	133	119	112	130	157	146	159	131	141	75	131	124
3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	161	136	148	74	134	122
1966 1st quarter	134	89	137	126	118	141	162	145	165	138	152	72	134	123
2nd quarter	133	88	135	123	115	137	161	151	163	135	149	73	131	117
1966 Mar.	135	90	138	126	118	141	166	150	168	139	154	72	137	121
Apr.	134	87	136	122	113	139	159	148	161	137	151	72	134	117
May	133	88	135	122	116	132	162	155	164	134	149	72	129	119
June	132	89	134	124	115	140	162	151	164	133	146	74	132	116
July (prov.)	134	86	137	123	117	135	169	147	172	139	156	75	130	118
Aug. (prov.)	135	86	138	123	115	136	169	141	174	140	157	77	129	
Mar.-May (av.)	134	88	136	123	115	137	162	151	164	137	152	72	133	121*
June-Aug. (av.) (prov.)	134	87	137	123	116	137	167	146	170	137	153	75	130	118*

	Manufacturing industries (continued)														
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
Unadjusted:															
1965 1st quarter	141	141	141	124	121	108	132	152	158	143	125	146	141	137	172
2nd quarter	138	138	138	119	117	102	126	153	164	137	129	143	144	138	128
3rd quarter	122	122	121	115	111	94	126	146	155	131	126	130	137	138	117
4th quarter	134	134	134	126	124	109	134	151	155	147	129	148	155	139	164
1966 1st quarter	135	134	138	127	123	111	137	152	154	146	119	153	149	133	177
2nd quarter	131	131	132	122	121	101	126	153	160	142	121	151	154	139	137
1966 June	128	126	136	120	120	105	123	155	165	139	122	149	159		121
July (prov.)	109	107	116	111	106	91	122	148	155	137	119	123			114
Aug. (prov.)	107	108	106	104	103	82	110				110	135			117
Seasonally adjusted:															
1965 1st quarter	135	135	136	120	117	102	127	153	160	142	134	140	140	138	144
2nd quarter	135	134	135	121	118	102	129	150	159	137	129	141	141	137	141
3rd quarter	134	134	131	122	119	103	129	150	158	137	125	142	144	138	144
4th quarter	131	131	131	122	117	105	133	149	154	141	123	144	151	139	151
1966 1st quarter	129	128	134	122	119	105	132	152	157	146	126	147	154	134	149
2nd quarter	127	127	129	123	122	101	129	150	156	142	121	149	152	138	150
1966 Mar.	128	126	137	125	122	104	134	155	159	148	131	150	154		145
Apr.	129	129	130	124	123	104	128	151	156	143	121	151	152		159
May	127	126	132	124	123	100	130	152	156	145	128	146	153		146
June	126	125	127	122	120	100	130	148	155	137	113	149	150		147
July (prov.)	125	123	133	124	121	101	132	149	158	135	123	151			145
Aug. (prov.)	128	128	126	121	120	104	126				119	147			152
Mar.-May (av.)	128	127	133	124	122	103	130	152*	156*	145*	127	149			150
June-Aug. (av.) (prov.)	126	126	128	122	120	102	130	150*	156*	139*	118	149			148

***Latest available three months (May-July) and previous three months (February-April).**

Machine tool orders and deliveries – August 1966

THE MINISTRY OF TECHNOLOGY report that in August 1966 total deliveries of machine tools were valued at £11.6 million and net new orders at £10.1 million. Orders outstanding at the end of the month amounted to £107.7 million.

Home market

July and August are normally poor months for home deliveries, but allowing for seasonal factors the monthly average for the three months to August has been almost £10 million, continuing the upward trend evident since 1963. Although net new orders, at £8.6 million, seasonally adjusted, showed no further decrease on July, they were again rather smaller than deliveries, and appear to have resumed the decline that set in early this year.

Orders outstanding, therefore, fell by £1 million to the still high level of £77.3 million at the end of August, representing about eight months' work at current rates of delivery.

Export

Export deliveries at £3.9 million, seasonally adjusted, were the highest for over a year, but may have included shipments delayed by the seamen's strike. Nevertheless, the average of the last few months to August shows a rising trend from the low level early this year, and, as with home deliveries, they are now above the level of net new orders. The latter, at £2.8 million, seasonally adjusted, in August, do not seem to be increasing as fast as was hoped; the monthly average for the three months from June was only £3 million.

Although orders outstanding fell to £30.4 million, representing about 10 months' work, they remained higher than a year ago. This, however, is the time of the year when orders on hand normally increase.

Total

Thus, with the home and export markets moving in the same direction, up for deliveries, down, or at best level, for orders, a gap is now opening between total orders and total deliveries for the first time since 1963. The fall of over £1½ million in total orders on hand during August offset the large rise in the previous month.

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1965 1st quarter	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter	35,542	7,855	27,687	107,716	30,046	77,670	38,352	9,633	28,718
3rd quarter									
4th quarter									
1965 January	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,3345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April	10,543	2,187	8,356	107,449	29,780	77,670	13,087	3,699	9,388
May	11,987	2,763	9,224	107,074	30,354	76,720	11,612	3,337	8,274
June	13,012	2,905	10,106	107,716	30,046	77,670	13,653	2,597	11,056
July*	11,517	2,798	8,719	109,224	30,903	78,321	13,025	3,654	9,370
August*	11,621	3,153	8,469	107,683	30,402	77,282	10,081	2,652	7,429
September									
October									
November									
December									
January-August 1965	91,827	28,440	63,387	104,442	30,098	74,344	108,487	28,589	79,897
January-August 1966*	96,556	22,870	73,686	107,683	30,402	77,282	100,044	24,412	75,633
Percentage change	+5	—20	+16	+3	+1	+4	—8	—15	—5

*Provisional.

(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(2) Figures are derived from deliveries and the change in orders on hand during the period.

(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2. Metal working machine tools orders and deliveries, seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,289	40,704	100,585	105,832	28,803	77,029	159,335	40,045	119,290
1965 1st quarter	34,153	10,444	23,709	92,712	30,165	62,547	39,079	11,147	27,932
2nd quarter	35,002	11,796	23,206	96,576	29,831	66,745	38,867	11,462	27,405
3rd quarter	35,244	9,903	25,340	102,791	28,844	73,947	41,459	8,917	32,542
4th quarter	36,890	8,561	28,329	105,832	28,803	77,029	39,931	8,520	31,411
1966 1st quarter	34,833	8,206	26,626	107,308	29,367	77,941	36,308	8,770	27,538
2nd quarter	36,867	8,292	28,575	109,113	30,189	78,924	38,672	9,115	29,557
3rd quarter									
4th quarter									
1965 January	10,921	3,571	7,350	91,989	29,855	62,134	15,125	3,965	11,160
February	11,788	3,566	8,222	91,424	29,543	61,881	11,223	3,254	7,969
March	11,444	3,307	8,137	92,712	30,165	62,547	12,731	3,928	8,803
April	11,211	3,316	7,895	93,591	30,879	62,713	12,091	4,030	8,061
May	11,711	3,613	8,097	96,243	31,492	64,751	14,362	4,227	10,135
June	12,080	4,866	7,214	96,576	29,831	66,745	12,413	3,205	9,208
July	11,005	3,076	7,929	101,666	29,753	71,913	16,095	2,999	13,096
August	11,995	3,484	8,511	102,667	29,422	73,245	12,996	3,152	9,844
September	12,244	3,344	8,900	102,791	28,844	73,947	12,369	2,766	9,603
October	11,293	2,649	8,645	104,243	29,310	74,933	12,746	3,115	9,631
November	12,766	3,099	9,667	104,778	28,939	75,839	13,300	2,727	10,573
December	12,831	2,814	10,017	105,832	28,803	77,029	13,885	2,678	11,207
1966 January	10,823	2,330	8,493	105,581	29,473	76,108	10,572	3,000	7,572
February	10,979	2,750	8,229	105,629	29,198	76,431	11,026	2,475	8,551
March	13,031	3,126	9,905	107,308	29,367	77,941	14,710	3,295	11,415
April	11,397	2,517	8,880	108,838	30,563	78,275	12,927	3,714	9,213
May	11,966	2,887	9,079	108,307	30,719	77,588	11,434	3,042	8,392
June	13,504	2,888	10,616	109,113	30,189	78,924	14,311	2,359	11,952
July*	12,117	3,082	9,035	108,907	30,769	78,138	11,910	3,662	8,248
August*	14,069	3,878	10,191	106,254	29,689	76,565	11,416	2,798	8,618
September									
October									
November									
December									
Average of the latest 3 months (4)*	13,230	3,283	9,947	106,254	29,689	76,565	12,546	2,940	9,606
Average of the previous 3 months (4)	12,131	2,843	9,288	108,307	30,719	77,588	13,024	3,350	9,673
Percentage change	+9	+15	+ 7	—2	—3	—1	—4	—12	—1

*Provisional.

(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(2) Figures are derived from deliveries and the change in orders on hand during the period.

(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

(4) Orders outstanding refer to end of 3 month periods.

BRITISH BRIDGE FOR NEWFOUNDLAND

Callender-Hamilton unit construction highway bridge, spanning 310 ft. across the narrows of St. Paul's Bay, Newfoundland. Supplied by British Insulated Callender's Construction Co. Ltd. to the Government of Newfoundland, the bridge is the forerunner of a new design, the D27 type, which has recently been sold in Ecuador and Canada. Fabrication and hot dip galvanizing of the parts for the St. Paul's Bay Bridge was carried out by Painter Brothers, another member of the BICC Group.

Orders, deliveries, production and exports in the engineering industries in August

THE MINISTRY of Technology reports that the first estimates for August indicate that activity in the mechanical and electrical industries continued at about the same high level as in July. After allowing for seasonal factors, production in the three months June to August was 1 per cent higher than in the previous three months. The high rate recorded for the two holiday months is thought to reflect, at least in part, the clearance of a backlog of deliveries caused by the seamen's strike.

In a wider group of industries which includes some vehicles in addition to mechanical and electrical engineering, the preliminary estimates for August show that deliveries for export remained at a very high level as the backlog was still being cleared. In the three months June to August, export deliveries were 5 per cent higher than in the preceding three months. Net new export orders in the June to August period were 6 per cent less than in the previous three months; export order books fell by 2 per cent in August and were 6 per cent lower than at the end of December. Making the same three monthly comparisons, home market deliveries were 1 per cent lower and net new home orders 8 per cent higher. Home orders on hand showed a slight rise over the month but were still 3 per cent lower than at the end of last year.

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
2nd quarter	149	145	156	163	162	164	113
1965 September	143	142	147	166	166	166	
October	147	143	154	166	166	168	
November	146	142	153	165	165	167	
December	150	144	159	165	165	167	
1966 January	152	150	157	166	165	169	
February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156*	..	..	161*	161*	161*	
August	157*	..	..	161*	161*	160*	
Average:							
Latest 3 months shown	153	145	156				
Previous 3 months shown	152	147	159				
Percentage change (5)	+1	—2	—2	—2	Nil	—4	

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* Provisional.

(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.

(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.

(3) Index of the total value at constant (average 1958) prices of orders held in these industries.

(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

THE ENGINEERING INDUSTRIES IN AUGUST, *continued*

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order IV of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order IV of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against July are the averages of the seasonally adjusted figures for June, July and August.

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1964 1st quarter	140	142	134	138	144	134	144	137	135
2nd quarter	148	153	134	147	155	134	150	147	133
3rd quarter	154	152	135	153	151	135	159	155	134
4th quarter	162	161	139	161	160	139	166	163	139
1965 1st quarter	167	152	140	165	151	141	173	153	136
2nd quarter	166	138	142	164	139	143	172	138	142
3rd quarter	165	140	143	163	141	141	170	137	147
4th quarter	165	152	146	164	151	147	170	155	145
1966 1st quarter	164	147	149	162	145	148	171	152	150
2nd quarter	161	137	147	160	140	147	165	130	148
1965 September	165	147	142	163	146	139	170	151	144
October	165	147	147	164	145	148	170	152	146
November	165	152	144	164	151	145	171	155	140
December	165	148	148	164	148	147	170	148	151
1966 January	165	149	152	163	147	153	171	154	149
February	165	147	145	163	145	143	173	152	150
March	164	139	150	162	138	148	171	144	151
April	162	137	152	160	138	153	169	139	150
May	162	137	148	159	140	147	169	130	149
June	161	142	142	160	147	141	165	133	145
July	160	144	158	158	149	158	163	131	160
August	159	..	151	159	..	145	160	..	168
Average:									
Latest 3 months		144	151		149	148		131	158
Previous 3 months		137	150		138	149		139	150
Percentage change (4)	—2	+5	+1	Nil	+8	—1	—5	—6	+5

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* Provisional.

(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.

(2) At constant (average 1958) prices.

(3) The figures shown against the months are three month centred moving averages.

(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

(Continued on next page)

THE ENGINEERING INDUSTRIES IN AUGUST, *continued*

Table 3: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1964 1st quarter . .	140	146	134	138	150	133	143	134	136
2nd quarter . .	148	160	138	148	163	138	148	151	138
3rd quarter . .	154	141	126	153	138	127	158	148	123
4th quarter . .	161	159	144	158	156	144	168	169	144
1965 1st quarter . .	167	161	145	165	164	146	172	154	142
2nd quarter . .	166	140	142	165	141	142	171	138	142
3rd quarter . .	165	129	133	163	128	132	169	131	135
4th quarter . .	163	151	152	161	148	152	172	160	151
1966 1st quarter . .	164	157	154	162	158	153	170	153	158
2nd quarter . .	161	139	147	161	142	146	163	129	148
1965 January . . .	162	153	139	160	152	139	170	156	139
February . .	165	166	145	163	169	144	171	159	146
March . . .	167	165	150	165	171	153	172	147	143
April . . .	167	131	132	165	130	131	172	134	136
May . . .	167	150	148	166	156	149	170	133	146
June . . .	166	141	146	165	138	146	171	147	144
July . . .	166	129	132	165	129	131	170	128	133
August . . .	167	126	121	165	124	119	170	132	127
September . .	165	131	146	163	131	147	169	132	144
October . . .	165	164	151	163	159	152	172	181	149
November . .	165	144	149	162	142	152	174	150	142
December . .	163	145	155	161	144	153	172	149	160
1966 January . . .	163	145	145	161	145	145	172	145	146
February . . .	165	163	150	162	162	147	173	164	159
March . . .	164	162	166	162	166	166	170	149	167
April . . .	163	127	140	161	126	139	168	128	145
May . . .	163	145	146	161	148	146	166	134	146
June . . .	161	144	154	161	150	154	163	124	153
July* . . .	160	133	146	159	131	145	162	139	147
August* . . .	160	129	127	160	128	122	161	132	141

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Robert Hough

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Car and commercial vehicle production in September

THE MINISTRY OF TECHNOLOGY have announced that in the five weeks ending October 1, the average weekly rate of production of cars was 27,548, almost 10 per cent fewer than in the corresponding period last year. The average rate of production of commercial vehicles, at 8,711 a week, was almost the same as last year.

In the first nine months of this year 1,280,751 cars and 340,894 commercial vehicles were produced, almost the same numbers as in the first nine months of 1965.

Allowing for seasonal factors and the number of working days, car production in September was about 13 per cent lower than in August. This sharp fall reduced the average rate of production in the three months July-September to 7 per cent below the average in the preceding three months. Both home market production and production for export shared in the fall.

On the same seasonally adjusted basis, production of commercial vehicles in September was about 5 per cent lower than in August, and for the quarter July-September was 4 per cent lower than in the preceding quarter. In these three months to September there was a 9 per cent fall in home market production, only partially offset by higher output for the export market.

Cars and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Number

Table 1. Recorded production

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
2nd quarter	13	484,147	37,242	117,650	9,050	5,978	460
3rd quarter	13	334,143	25,703	91,221	7,017	5,665	436
1965 July	4	90,776	22,694	22,612	5,653	1,023	256
August	4	99,180	24,795	25,116	6,279	1,241	310
September	5	151,615	30,523	42,285	8,457	1,460	292
1966 July	4	88,753	22,188	22,528	5,632	1,604	401
August	4	107,649	26,912	27,668	6,917	1,529	382
September	5	137,741	27,548	41,025	8,205	2,532	506

Table 2. Production – seasonally adjusted
Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1965 1st quarter	143·6	39·0
2nd quarter	148·4	40·3
3rd quarter	137·1	36·1
4th quarter	144·9	36·3
1966 1st quarter	143·5	38·6
2nd quarter	147·4	39·2
3rd quarter	136·7	37·7
1966 January	134·9	34·7
February	144·8	38·4
March	150·9	42·7
April	148·0	39·7
May	150·8	39·6
June	143·4	38·3
July	142·7	38·4
August	143·1	38·4
September	124·3	36·4
Average of:		
April to June	147·4	39·2
July to September	136·7	37·7
Percentage change	—7	—4

Index of retail prices, September 1966

AT SEPTEMBER 20, 1966, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 117.1, compared with 117.3 at August 16. The fall in the index during the month was due mainly to reductions, largely seasonal, in the prices of fresh vegetables.

Census of production for 1966

THE CENSUS of Production to be taken in 1967 for the year 1966 will be an inquiry on similar lines to the simplified census taken in respect of the year 1965.

An order prescribing the matters about which returns may be required has now been made by the Board of Trade.

The Order, which operates from December 31, 1966, is the Census of Production (1967) (Returns and Exempted Persons) Order, 1966 (SI 1966 No. 1311).

Copies may be obtained from HMSO, 49 High Holborn, London, W.C.2, and branches, or through any bookseller, price 5d., by post 8d.

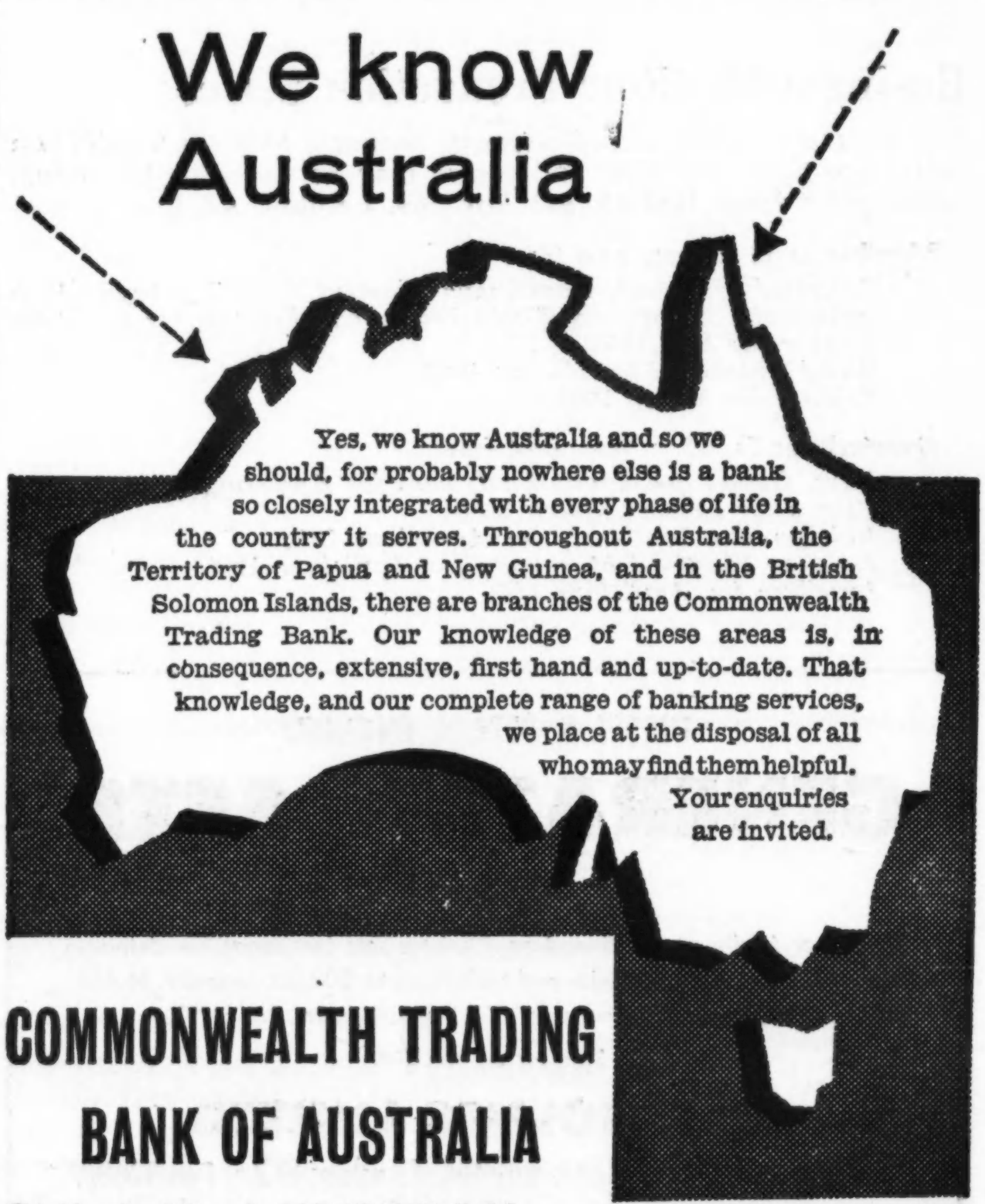
Note:

Further details of the Census for 1966 were announced in the *Board of Trade Journal* on September 30, 1966 (page 812).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



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Industrial building in Great Britain (1)

THE AREA of industrial buildings approved by the Board of Trade in the third quarter of 1966 increased above the high level reached in the first and second quarters of this year, even allowing for the fact that the figure would have been about 1.2 million square feet less if measured on the old basis.

On a basis comparable with earlier periods, the total area of industrial building approved in the 12 months ending September 1966 was over 67 million square feet, compared with 63 million for the previous 12 months.

The statistics of industrial building approvals presented below are in terms of the standard regions for statistical purposes revised to coincide with the regions now used for regional economic planning (defined in the *Board of Trade Journal* for December 31, 1965).

Industrial Building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the third quarter of 1966 together with comparative figures for other periods as follows:

Million square feet

	Northern (2)	Yorkshire and Humberside (2)	East Midland	East Anglia	South-east	of which G.L.C.	South-western (2)	Wales (2)	West Midland	North-western (2)	Scotland (2)	GREAT BRITAIN
1961	6·5	4·1	3·5	1·7	18·1	*5·5*	2·8	2·5	5·0	7·4	4·9	56·5
1962	3·0	2·4	2·2	1·8	11·8	*3·4*	2·4	2·1	3·7	4·4	3·7	37·3
1963	4·1	3·7	2·5	1·5	9·4	*2·5*	2·4	1·6	3·5	5·3	5·0	39·0
1964	7·5	5·9	3·8	2·6	11·8	*3·6*	4·4	3·2	5·0	8·2	5·9	58·2
1965	5·9	6·2	3·4	1·9	11·4	*3·5*	3·1	4·5	5·0	9·2	11·0	61·7
1964 1st quarter	2·0	1·3	0·6	0·4	2·6	*0·8*	0·8	0·6	1·1	1·8	1·5	12·8
2nd quarter	2·2	1·4	1·2	0·7	3·5	*1·0*	1·2	1·1	1·4	1·3	1·7	15·5
3rd quarter	1·1	2·0	0·7	0·8	3·2	*0·9*	1·5	0·8	1·3	2·6	1·1	15·1
4th quarter	2·2	1·3	1·3	0·7	2·5	*0·9*	0·8	0·7	1·2	2·5	1·6	14·8
1965 1st quarter	2·0	1·6	0·9	0·4	3·5	*1·1*	0·8	0·9	1·6	2·4	2·7	16·8
2nd quarter	1·7	1·5	0·6	0·5	3·1	*0·8*	0·7	0·6	1·2	3·0	2·5	15·3
3rd quarter	1·2	1·3	0·7	0·6	2·8	*0·8*	1·1	2·4	1·0	2·2	2·7	16·1
4th quarter	1·0	1·7	1·2	0·4	2·0	*0·8*	0·5	0·6	1·2	1·6	3·0	13·5
1966 1st quarter	1·6	1·6	1·3	1·0	2·6	*0·8*	1·0	1·1	1·8	3·0	1·7	16·9
2nd quarter	2·1	1·3	1·3	0·8	2·5	*0·6*	0·8	2·8	1·5	2·2	2·0	17·1
3rd quarter (3) (4)	3·2	2·4	1·0	0·7	3·2	*1·4*	1·3	3·9	1·4	2·1	2·6	21·6

(1) The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated.
(2) Parts of these regions are designated as development areas under the Industrial Development Act, 1966.
(3) Provisional.
(4) The area of industrial building has, since mid August 1966 been extended to include all ancillary space for storage, canteens, etc. It is estimated that on the old basis, the total area approved in the third quarter in Great Britain would have been about 1·2 million square feet less than that given here.

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THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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NFFC to suspend loans

The National Film Finance Corporation issued the following statement on October 20:

'The Corporation is statutorily empowered to borrow up to £2 million from non-Government sources. Until comparatively recently the Corporation was able to obtain such part of this £2 million as was required from time to time from its own bankers by way of overdraft. As a result of current restrictions, however, the Corporation's bankers have been compelled to limit the Corporation's overdraft to £750,000. The whole of this sum of £750,000 has been committed in respect of film loans already approved.

'The Corporation would therefore need access to the remaining £1,250,000 of non-Government borrowing in order to enable it to approve further loans. This sum could be borrowed only on terms which would require certain assurances from HM Government as to ultimate repayment out of moneys provided by Parliament in accordance with the Corporation's statutes. The Government have not felt able to provide them, since in their view this would in present circumstances amount to an unjustifiable device to exempt the film industry from the full effects of the credit squeeze. The Government have however agreed to keep the matter under review.

'In this situation the Corporation therefore has no alternative but to announce that for the time being no further applications for loans can be entertained. The Corporation will remain in close touch with the Board of Trade and will make a further announcement as soon as it is able to do so.'

British film fund agency

The British Film Fund Agency has published the following information for the four weeks ended September 24, 1966:

Distributors' earnings submitted.		
High cost films	£612,560	
Low cost films:		
Eligible (after multiplying by 2½) . .	£47,545	
Not eligible for 2½ times rental . .	£2,448	
		£662,553
Films of less than 3,000 feet (after multiplying by 2½)		£40,632
		£703,185
Levy collections paid to Agency by HM Customs and Excise to October 3, 1966, together with an estimate of collections approximately covering entertainments for the four weeks ended September 24, 1966		£415,300

The eleventh interim allocation for the ninth distribution period will be at the rate of 50 per cent.

Cinema admissions and takings in August

During August, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 6.8 million, and the weekly average of gross box office takings was £1.50 million.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 21, 1966.

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
The Driving Force	Br/E 31726	22	October 17	New Realm Pictures Ltd.	British Railways Board Films Service.
Look at Life Series 31:					
Way Out West	Br/E 31738	9	October 21	Rank Film Distributors Ltd. . . .	Rank Film Distributors Ltd.
Georgy Girl	Br/E 31742	99	October 21	Columbia Pictures Corp. Ltd. . . .	Everglades Productions Ltd.
Movietone News 1949	Br/E 31361	7	October 21	Twentieth Century-Fox Film Co. Ltd. . .	British Movietonews Ltd.
Movietone News 1949A	Br/E 31362	8	October 21	,, ,, . .	,, ,,
Pathe News 66-83	Br/E 31430	8	October 21	Warner-Pathe Distributors Ltd. . . .	Associated British-Pathe Ltd.
Pathe News 66-84	Br/E 31431	7	October 21	,, ,, ...	,, ,,
			FOREIGN		
The Pawnbroker	F 31725	115	October 17	Planet Film Distributors Ltd. . . .	The Landau-Unger Co.
I am a Fugitive from a White Slave Gang .	F 31727	81	October 18	Compton Film Distributors Ltd. . . .	Radius Productions, Paris, and Pa-Mec, Rome.
What did You do in the War, Daddy? . .	F 31728	156	October 18	United Artists Corp. Ltd.	Mirisch-Geoffrey Productions.
No Tears for a Killer	F 31729	96	October 18	Butcher's Film Distributors Ltd. . . .	Cinegai S.p.A., Rome.
1966 Indianapolis 500	F 31730	11	October 19	Paramount Film Service Ltd. . . .	Paramount Pictures Corp.
Air Racing	F 31731	17	October 19	,, ,, ...	,, ,,
The Defiant Giant	F 31732	6	October 19	,, ,, ...	,, ,,
Deep Sea Hunt	F 31733	9	October 19	,, ,, ...	,, ,,
Potions and Notions	F 31734	6	October 19	,, ,, ...	,, ,,
Road to Adventure, U.S.A.	F 31735	16	October 19	,, ,, ...	,, ,,
Smokey Mountain Magic	F 31736	18	October 19	,, ,, ...	,, ,,
How to Keep the Red Lamp Burning . .	F 31737	104	October 19	Gala Film Distributors Ltd. . . .	Transinter-Corona, Paris, and Sancro Film, Rome.
Three on a Couch	F 31739	109	October 21	Columbia Pictures Corp. Ltd. . . .	Jerry Lewis Productions Inc.
The Texican	F 31740	86	October 21	,, ,, ...	M.C.R. Productions, Hollywood, California, and Balcazar Productions, Barcelona.
Southwest to Sonora	F 31741	98	October 21	Rank Film Distributors Ltd. . . .	Universal International Films Inc.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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HMSO

Exhibitions and Fairs

Lyons greets the British Week

'UN SOURIRE SOUS LA PLUIE' was the caption in the Lyons newspaper *Derniere Heure* to a photograph showing their Royal Highnesses the Duke and Duchess of Kent, arriving at Lyon-Bron Aeroport on a very wet afternoon to open British Week in Lyons the following day. The caption expresses the special admiration felt for the youth and charm of the Duchess by the Lyonnais, who normally like to think of themselves as 'a northern race lost in the south'. On the same evening hundreds of people wandered about in heavy rain, hoping to catch a glimpse of the royal couple. By the following day, which was marked by brilliant sunshine, this enthusiasm had swelled into a kind of Anglomania. For months Lyons has been the target for a carefully planned publicity campaign for British Week. For several days shops have been showing British goods with the appropriate display material. The visit of the Duke and Duchess proved the final spark to light the Gallic imagination.

On October 21, official opening day of this nine-day Week, all the trams sported Union Jacks and Tricolores, cars carried Union Jack transfers and nearly every shop seemed to have at least some British display material ranging from the sign 'Produit britannique' to quite complicated and artistically designed window dressings.

Trumpeters of the 1st Royal Dragoons blew a fanfare; hundreds of balloons were released and, after months of planning, British Week in Lyons was officially opened in the city's historic Hotel de Ville by the Duke of Kent, accompanied by the Duchess of Kent, and in the presence of Mr. Douglas Jay, President of the Board of Trade; Monsieur Raymond Marcellin, the French Minister of Commerce and Industry; Monsieur Louis Pradel, Mayor of Lyons and Mr. A. R. Glen, chairman of the Export Council for Europe.

The opening speeches

The Duke of Kent spoke in French of the very ancient links between Great Britain and Lyons – pre-dating the current 900 years' celebration of the Battle of Hastings by about 1,000 years, since Lyons was the birthplace of Claudius, the Roman emperor who also conquered Britain. He spoke also of more recent commercial links between Lyons and Great Britain and of the 'twinning' of Lyons and Birmingham. He welcomed the presence of a group of important personalities from Birmingham, led by Alderman Harold Tyler, the Lord Mayor, and Mrs. Tyler. He spoke of the patronage granted to the Week by the President of the Republic, jointly with HM the Queen, and he reminded his audience that the Week was not simply a commercial venture but that it would try to project an atmosphere of British culture, science and sport.

Mr. Douglas Jay, President of the Board of Trade, said that special pride was taken in the fact that we were showing for the first time in Lyons a technological pavilion, which displayed the rapid scientific advance made by British industry in recent years. 'Over the whole range of goods from nuclear power plant to plastics, textiles and clothing, we have the most modern products in the world to offer', he said. 'But while the main purpose of the British Week is the further development of trade between us, we have also thought it right to show you alongside our goods, our commercial institutions and our technological achievements, something of our pageantry and culture. We know that in Lyons we find a community with a cultural tradition which goes back to the first century of this era and we are confident that its discerning taste will be fully gratified by what we have to offer'.

Later the same day, at a Press conference, the President said that Britain's exports to France were currently nearly two and a half times what they were in 1959, while our imports from France had nearly doubled. 'As a result, France has moved up from being Britain's 12th market in 1959 to eighth in 1965. In 1959 she was Britain's 10th source of supply; by 1965 she had moved up to ninth position. In 1959 we supplied only about 3.8 per cent of French imports. By 1965 we had increased this to 5.1 per cent and were France's sixth largest supplier. All this shows how absurd it is to believe that because Britain is a member of EFTA and France a member of the EEC, there is some insuperable barrier to trade between us'.

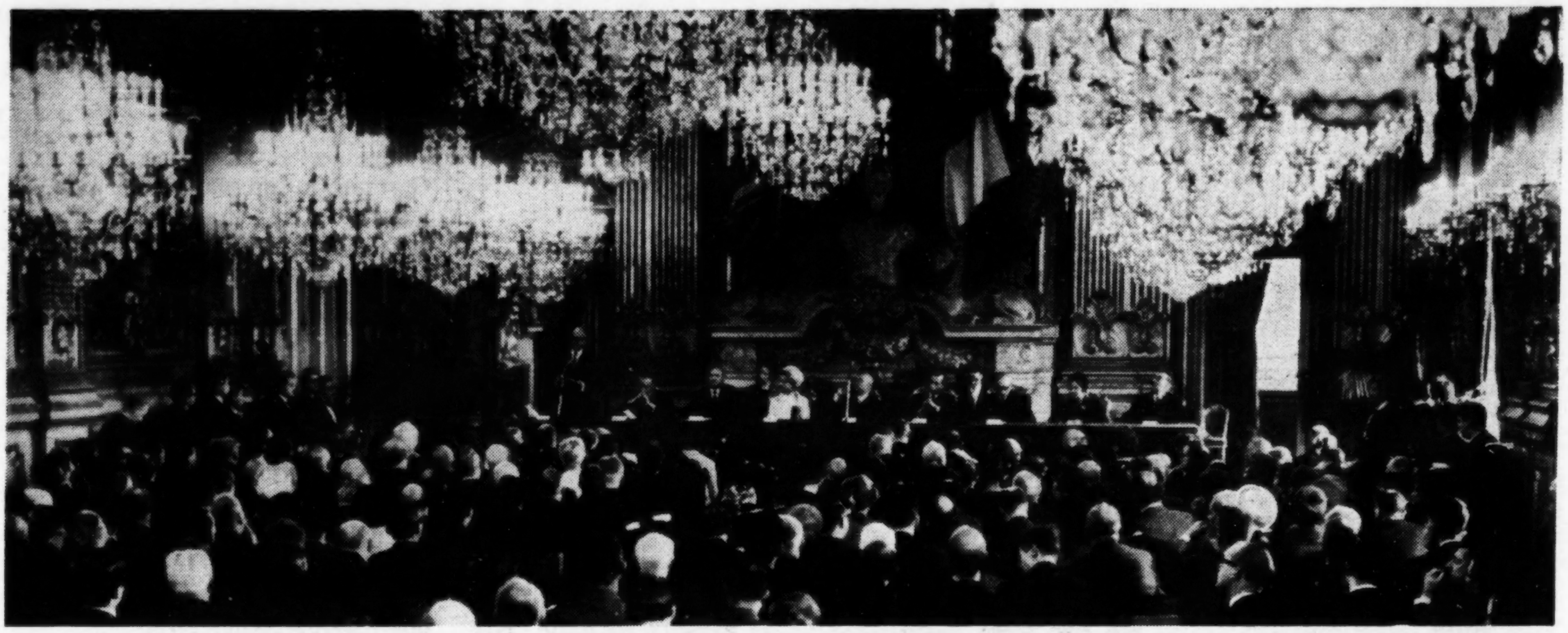
'Lyons is only 700 kilometres from London', said Mr. A. R. Glen, speaking at the opening ceremony, 'and yet trade relations between us are not yet sufficiently developed. We are linked with deep cultural and historical bonds. The British Week is an effort to create new links of friendship and trade'.

Immediately after the opening ceremony the Royal party set off with an impressive escort of motor cycle policemen to the centrepiece of British Week, five display buildings set amongst the chestnut trees of the Cours de Verdun, with flags, bunting, illuminations after dark and a floral representation showing the arms of the cities of Lyons and Birmingham. The area includes the new City of London Pavilion, with two floors instead of one, and with the displays of the nine contributing organizations grouped around a £4,000 model of the City of London; and the Pavilion of Technology, specially commissioned by the Board of Trade. The exhibition is divided into 12 sections, each surrounded by a screen on which films are shown. The subjects are medicine, transport, foodstuffs, energy, electronics, scientific instruments and hydrology and include a demonstration of the latest surgical heart-lung machine, a monorail working on a system of linear induction of magnetic forces, models of nuclear power stations, sea water distillation plants, the transmission of television signals through infra-red rays and the working of laser beams. An estimated 2,000 people an hour visited this pavilion on opening day.

The other exhibits at the centrepiece are

The opening ceremony of British Week. From left to right in the front row. Mr. Douglas Jay, M. Louis Pradel, Mayor of Lyons (who was wearing a suit specially made for the occasion from British wool), and M. R. Marcellin, French Minister of Commerce.

Lord Brown (right), Minister of State, Board of Trade, was one of the visitors to British Week in Lyons. He is seen here examining one of the electronic exhibits in the Board of Trade-sponsored Pavilion of Technology on the Cours de Verdun.



Inside the Hotel de Ville where speeches were made by HRH the Duke of Kent, Mr. Douglas Jay, President of the Board of Trade; M. Raymond Marcellin, French Minister of Commerce, and Mr. A. R. Glen, chairman of the Export Council for Europe.

the Design Pavilion which houses a display of British products organized by the Council of Industrial Design, and also the travelling Design and Art Direction '66 exhibition of graphic design; the Ideal Home, an L-shaped Guildway bungalow, lavishly furnished by *Ideal Home* magazine and very much appreciated by the crowds; and the always popular Whitbread pub, serving not only the well-known beers but introducing a new brew specially for Continental tastes. The pub's licensee Ralph Temple, who is also Whitbread's export manager, told us that takings were averaging nearly £1,000 a day. Customers to the pub have the added attraction of military bands playing to them on the terraces outside.

Besides these five buildings the centrepiece includes a caravan stand by British Rail, designed to attract tourists to Britain and to stress the improved standards of rail travel in this country.

Many cultural events are taking place during the Week, notably an exhibition of town planning by Birmingham City Council, an exhibition of water colours and oil paintings lent by the Birmingham municipal authorities and four performances of two Benjamin Britten operas by the English Opera Group. In the Librairie La Proue, the Sir Arthur Conan Doyle Exhibition attracts many visitors who can see, not only the original first page of the conception of Sherlock Holmes, but pipes, deerstalkers and other British made articles associated with the great man. Shown also is Sir Arthur Conan Doyle's close link with criminology, the high esteem in which he was held by well-known criminologists, among them Dr. Edmond Locard, chief of the Lyons Surete. The Lyons Police Laboratories have been named in honour of Conan Doyle. 'Le Sport' has also been well represented with a golf tournament, a coarse fishing contest, rugby and soccer matches.

But, of course, the commercial success of a British Week is measured mainly by the shop displays and by the reactions of the shoppers. It really seems that Lyons has 'gone British' in a big way. The crowds that gathered round the Galaries Lafayette, Au Deux Passages, Cambet, 100,000 Chemises and other big stores to watch the tours by the Duke and Duchess of Kent and by Lord Brown, Minister of State, Board of Trade, remained to examine and buy the products. At one time it seemed as if every large store had a somewhat self-conscious member of the staff dressed as a bagpiper or a beefeater to attract customers inside. And once in the crowds stay in. They seem in particular interested in British food. Tinned pork pies, tea (and not just tea bags), tinned soups and other homely commodities are being bought in surprising quantities, not only as unusual additions to the menu, but in supermarkets and lower income stores. British Week may well mean a perceptible change in the

(Continued on page 1073)

The Duke and Duchess of Kent were followed by large crowds as they toured shops selling British goods in Lyons.

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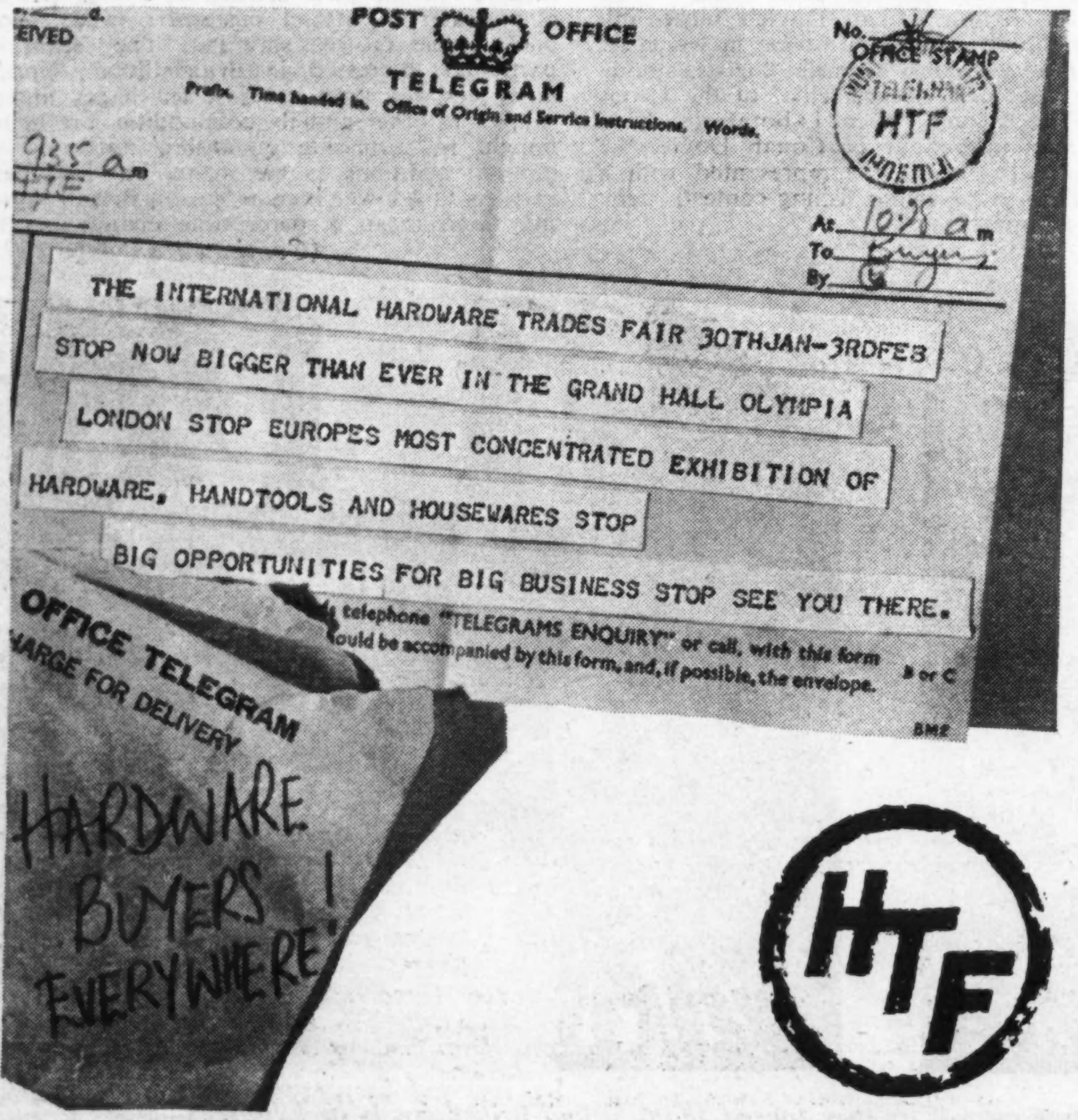
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BRITISH WEEK IN LYONS, *continued*

character of Lyonnais cuisine.

Other best sellers include textiles, china, glass, silver, toys, special Scottish goods, books, films, leather goods, shoes – in fact almost every imaginable class of consumer goods. Prominent British exporting groups such as the National Wool Textile Export Corporation, the Scotch Whisky Association and the British Menswear Guild are enthusiastically playing their part in the success of the Week, holding window-dressing competitions, giving fashion shows and visiting Lyons in force to support the special promotions in leading stores.

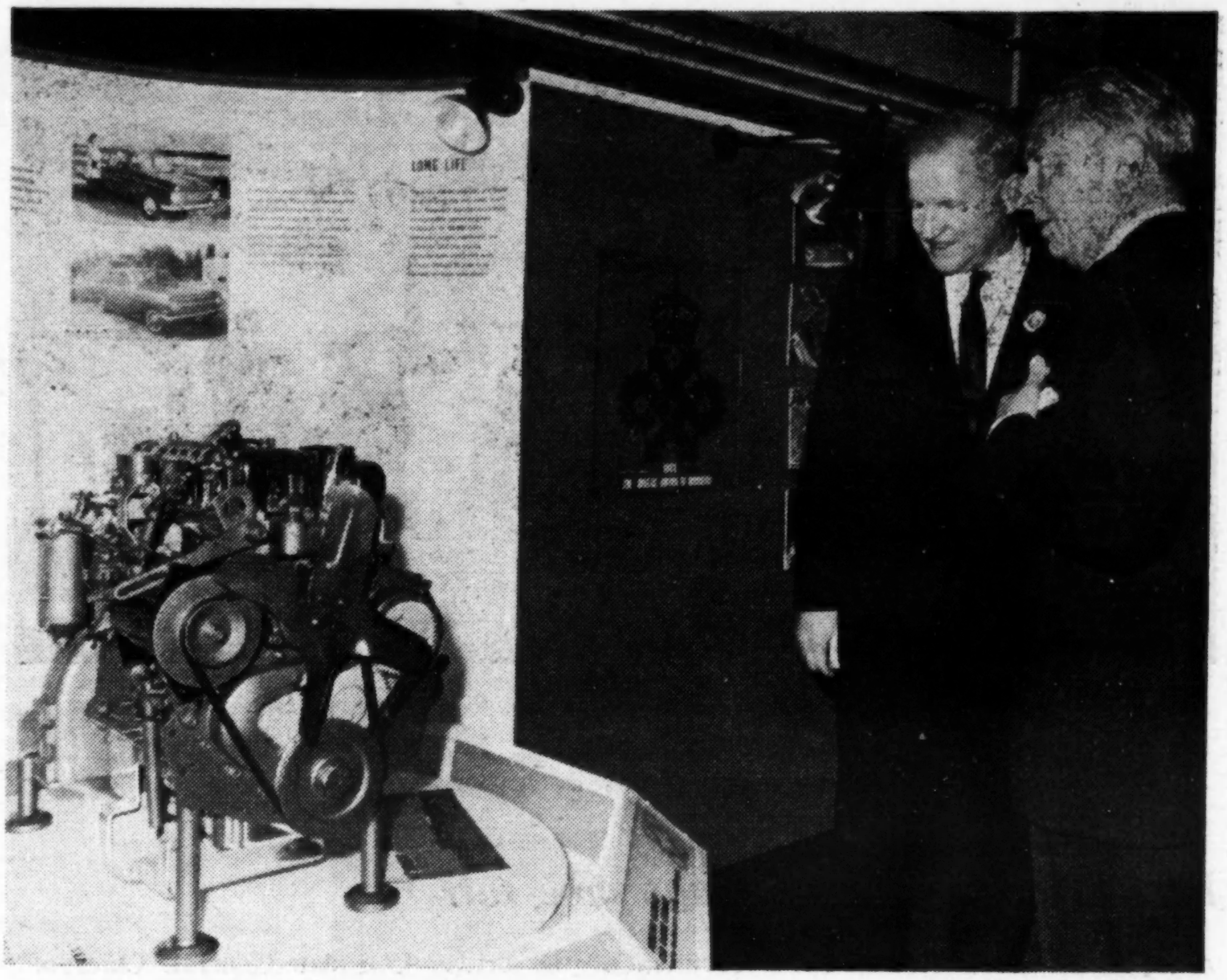
This is the fifth British Week in Europe, and by now there are several veterans of the organization of these unique trade promotional events, exchanging reminiscences of Düsseldorf and Copenhagen (1964) and Amsterdam and Milan (1965). But no British Week is the same because no one market anywhere is like any other. The essential difference is that each market starts at a different level and at Lyons the effort to launch British goods has started from virtually nothing. Although Lyons is France's second city and the capital of the highly prosperous Rhone-Alpes region; although her population is young (average age 34) and spends freely (2,000 NF a year each on average) only about 50 shops were handling British goods less than a year ago. During the Week over 700 are stocking British goods of all types and some 800 British firms are directly or indirectly participating in the Week Announcing these figures at the press conference mentioned above, the President of the Board of Trade said: 'Even if during the months to come we do not maintain this figure it is certain that we shall have considerably improved our commercial position'.

Future opportunities in Lyons

About 500 British businessmen are visiting Lyons during the Week, many of whom have already visited the city earlier this year during the Foire de Lyon where a special British section was organized by the Board of Trade and the Export Council for Europe, and on other trade visits. For example, with assistance from the Board of Trade, the British Furniture Manufacturers Export Association arranged a special display in Lyons in June at which orders worth more than £150,000 were taken. The contacts made at Lyons will provide an opportunity for development and growth in many fields. To quote M. Jean Marque, president of the Lyons Shopkeepers' Association and a deputy Mayor of Lyons: 'I can assure our British friends that we consider it a question of personal pride to ensure the success of the British Week – I must also say that Lyons' shopkeepers are not unaware of the benefit it will bring to their own trade'. M. Rene Roy, owner of Le Carnaval de Venise, a prominent menswear shop, says: 'There are enormous opportunities for British exporters in Lyons. In all France, the Lyonnais temperament is closest to the British. British styles are now the height of fashion, British goods hold a reputation in Lyons for good workmanship and high quality. British exporters should have faith in the market potential and visit personally in large numbers. They will be welcome'.

Tomorrow (October 29), the closing ceremonies for British Week in Lyons will take place, accompanied by fireworks and military bands. It will have cost several thousand pounds and will have meant a great deal of hard work. It will almost certainly be worth all the expense and effort in terms of publicity for British goods and the formation of buying-British habits in this prosperous and fast-growing area of France.

THE LONDON MOTOR SHOW



Mr. Edward Heath, Leader of HM Opposition, (right), seen here on the Perkins stand, opened the Motor Show at Earls Court on October 19. Since then public attendance has been up on the 1964 figures but slightly lower than those for 1965. The number of overseas visitors is likely to be an all time record, beating last year's 29,000. It was estimated that at least £50 million of orders had been placed during the first six days of the show.

Furniture and furnishing at Lyons

The Meuropam Furniture Exhibition (from October 8 to 11) is slowly establishing itself, and the number of foreign exhibitors increases every year: this year 111 foreign exhibitors out of a total of 564 had their goods on display, and countries from as far afield as Brazil and Hong Kong were represented. French companies, as was to be expected, dominated the show, but again heading the list of foreign participants came 34 exhibitors from Italy, 25 from Germany and, in third position with 14 exhibitors, Britain. The exhibition is open to the trade only, but buyers from all the EEC countries were present as well as from other parts of Europe.

However, it was mainly as a means of penetrating the French market, that the 14 British firms (more than double our participation last year) decided to exhibit their goods in Lyons. Of these, nine combined in a joint venture sponsored by the Board of Trade and the British Furniture Manufacturers' Association. Naturally, the old hands who have been returning each year to Meuropam are no longer looking for spectacular orders, having established their sales outlets and widespread contacts which ensure a regular flow of orders throughout the year: it was comforting this year, therefore, to hear that the newcomers had all made the impact they intended and had taken some very encouraging orders. Newcomers and old hands alike agreed that the potential for British furniture manufacturers in the French market was almost limitless.

There are, of course, fashions in furniture as in other fields where artistry and design play a large part, and it was interesting to learn that the demand for Scandinavian furniture which has dominated most European markets was now levelling off. French agents were keen to sell British furniture for it had the reputation of being well built and well designed and free from gimmicks. 'United Kingdom furniture will sell for years in France provided your prices and delivery dates are right', said one French agent. Reproduction furniture in particular was really making an impact on the French market. Ordinary French-made furniture is expensive by British standards, so our dearer furniture can compete on almost the same terms as the French bread and butter lines. Garfield London Ltd., who have become increasingly active in France of late through their very energetic agent, have hopes of doubling their export turnover by next year mainly by exploiting this French market. They were very pleased at the inquiries they received about their reproduction furniture. The reproduction fashion was also reflected in the soft furnishings department, where Carpet Trades Ltd. did very well with their Fontainebleau line, which really caught the imagination of the French buyers.

Parker (Frederick) & Sons Ltd. saw to it that modern British furniture was to the fore. They had set themselves a deadline of November to sell 60 of their newly introduced Recliner armchairs, but before the exhibition closed they had all been taken up.

FASHION SHOWS IN LOS ANGELES

While making a selling trip to the United States, a mission from the Leicester Chamber of Commerce staged a fashion showing in the Baltimore Hotel, Los Angeles. The results from the enterprise were very satisfactory, many of the members of the mission departing with worthwhile orders in their pockets for men's and women's wear.

British do well at Chicago shoe fair

A report from the Commercial Department of the British Consulate-General, Chicago.

THE BEST British footwear selection ever seen in the United States was the verdict of one leading American buyer at the National Shoe Fair, held in Chicago from October 9 to 12. The joint venture stand organized for the second consecutive year by the British Footwear Manufacturers' Federation and the Board of Trade had been expanded to include 18 exhibitors. Six other British manufacturers showed independently or in co-operation with their American subsidiaries or distributors. This year Britain offered a truly comprehensive selection. To the high-quality men's 'classic' lines for which Britain is already famous in the United States were added up-to-the-minute lightweight men's casuals in colours and styles new to the American market. The women's shoes attracted interest by their advanced British styling, bright colours and contrasting leathers aimed at the Spring teenage and young women's market. Other British firms showed riding and street boots, heavy duty footwear and children's shoes. A well-attended press conference, arranged by the Acting British Consul-General, Mr. P. W. R. C. Haley, and the Federation, helped to attract the attention of both the trade and local press to the British exhibits.

The fair is an annual event in Chicago. It is organized by four American trade associations and exhibitors are grouped in four of the leading hotels. The show took place in an optimistic business climate. The shoe industry forecasts total sales of 650 million pairs of shoes this year, not including rubber shoes, which marks a considerable increase over the figure of 635 million pairs last year. Consumer expenditure on shoes this year will reach about $5,700 million, a 10 per cent increase over 1965, and 1967 is confidently expected to be even better. The only real cloud on the shoemakers' horizon at present is caused by increased costs of labour and raw materials which are forcing many domestic manufacturers to raise the prices of their Spring lines for 1967.

Other foreign exhibitors at this year's show included 19 French firms in a joint display, about a dozen from Italy and others from Japan, Holland, Germany, Switzerland, Mexico and Canada.

After a rather slow start on the Sunday, the show warmed up on Monday and Tuesday and by the evening of the third day the British exhibitors were, without exception, expressing themselves satisfied with the interest shown in their displays. The Fair is not an occasion when large orders are placed; buyers generally come to see and consider the exhibits and follow up afterwards to place orders for the Spring. The established British firms, one of which has been exhibiting in Chicago for 12 years, strengthened their existing connections and in several cases made new ones to help expand their penetration of the market, while the newcomers reported that they had made useful contacts and gained a better appreciation of the market. Mr. Brian Wallis, the Federation's export manager, confirmed that British participation in the show is now paying off.

International Trade Centre in Hamburg

A NEW INTERNATIONAL Trade Centre has been opened in Hamburg by the Ausstellungs-und Organizations-GmbH. Its main purpose will be to render expert assistance to foreign producers to gain a foothold in the German market. The services offered are aimed at small- and medium-sized producers willing to export, but lacking experience and knowledge of market conditions.

On an exhibition site of approximately 4,000 sq. ft., which can be partitioned according to requirements, sample shows will be organized at frequent intervals. Each show will last eight days and German buyers, agents, importers and trade experts concerned with the products on display will be invited to attend. The shows will not be open to the public.

The Trade Centre is located on the 20th floor of the Iduna-Skyscraper at Millerntor, Hamburg 4, and exhibition fees for eight days amount to approximately 10s. per sq. ft.

Simultaneous displays of tableware

'LIVING OFF TRAYS' is the theme of simultaneous displays which opened on October 18 at Peter Jones in London, a branch of The John Lewis Partnership, and at AB Nordiska Kompaniet in Stockholm. Britain and Sweden have each contributed a set of 12 trays, prepared for various informal eating and drinking occasions ranging from a children's meal to an executive's office lunch, and set with some of the best modern designs in tableware, cutlery and linen by British and Swedish manufacturers. The displays have been arranged by the two stores in association with the Council of Industrial Design and the Swedish Institute for Cultural Relations. The 'Living Off Trays' display in London was formally opened by the Swedish Consul-General, Baron Göran von Otter, at a reception at Peter Jones. Mr. O. B. Miller, MA, chairman of the John Lewis Partnership, also spoke.

The Nairobi Show, 1966

A report from the Commercial Department, British High Commission, Nairobi.

THE MOST important agricultural and trade event on the Kenya calendar is the annual Nairobi Show, when 'the country comes to town'. This five-day show, organized by the Agricultural Society of Kenya, is held in the attractive setting of Jamhuri Park, the Society's permanent site, eight miles from the centre of Nairobi.

This year's Show was held from September 27-October 1, and opened by President Kenyatta. A total of 229 exhibitors spread over a record area of 30 acres, compared with 209 exhibitors on 28 acres in 1965. The trade exhibition was considered so successful that there is already a waiting list for the additional 40 small stands which will be available in the extended showground next year. Nine more foreign governments have inquired about sites, and it is expected that further extensions will become necessary by 1968.

The goods of several hundred British exporters were displayed by their local distributors, and there was ample evidence of the competitive lines now being exported to Kenya by such countries as West Germany, Italy, Israel, Pakistan and Australia. The show has always been regarded as an important shop window, but this year more inquiries and orders were reported than ever before. The distributors of two British agricultural machinery manufacturers booked orders valued at over £100,000, and Mr. E. J. Boston, chairman of the Livestock Export Council of Great Britain, and two representatives of the British Livestock Industry who attended the show, also received numerous inquiries.

There were 13 foreign government and trade delegation stands at the show this year. The prestige theme of the British stand, which had been completely redesigned and rebuilt as a semi-permanent structure, was Britain's contribution to tropical agriculture. This was developed through attractive displays of photographs, diagrams, models and exhibits – including a range of agricultural machinery. But the highlight of the British stand - and, indeed, the central attraction of the whole show - was the exhibition of pedigree British livestock (27 bulls and heifers, as well as calves, sheep and pigs) specially flown to Nairobi in an airlift organized jointly by the British High Commission and the Livestock Export Council of Great Britain, with generous contributions from six local companies and various breed societies in Kenya and Britain. The exhibition of the airlift pedigree livestock helped in the British displays winning the first prize as the best foreign government stand at the show.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

£4 million loan to Pakistan

AN AGREEMENT for an interest-free loan of £4 million to the Government of Pakistan from the British Government was signed in Rawalpindi on October 20. This loan is being provided by Britain as a member of the Aid-Pakistan Consortium in recognition of Pakistan's urgent need for non-project aid. It will be spent on British goods including chemicals, dyes, drugs and medicines, tractors and machinery and will help in implementing Pakistan's Third Five Year Plan. The loan will be repayable over 25 years with a grace period of seven years on repayments of capital.

ECGD guarantee for Denmark

THE Export Credits Guarantee Department have signed a Financial Guarantee covering a loan to Det Dansk-Franske Dampskibselskab of Copenhagen to assist the purchase of a bulk carrier worth £1.5 million from John Readhead and Sons Ltd., South Shields. The vessel, specially strengthened for heavy cargo and navigation in ice, will have a deadweight of 22,750 tons; delivery is scheduled for May next year.

The loan, worth £1.2 million, is being made available by Hambros Bank Executor and Trustee Co. Ltd. acting on behalf of a syndicate comprising Martins Bank Ltd., Midland Bank Ltd. and Hambros Bank Ltd.

Double taxation—UK-Switzerland

THE PROTOCOL to the United Kingdom-Switzerland Double Taxation Convention, which was signed on June 14, 1966, was published on October 18 as a Schedule to a draft Order in Council.

Iceland and Poland

THE POLISH press has reported that a three-year trade and payments agreement between Iceland and Poland was signed in Warsaw on September 26, 1966.

It is understood that for the first time trade relations will be settled in free currency instead of by means of a clearing agreement. The Icelandic authorities in January 1966 liberalized most Polish exports to Iceland and 80 per cent of Polish exports are now no longer subject to quantitive restrictions.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463) quoting reference CRE 11483/G.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

ANGLO-SOVIET SCIENTIFIC AGREEMENT

Sir Paul Chambers, chairman of ICI, and Academician V. A. Kirillin, chairman of the USSR State Committee for Science and Technology, signed a five-year agreement on October 17 covering co-operation in certain fields of scientific and technical development. The agreement, which covers plastics, petrochemicals and synthetic fibres, provides a formal framework within which the scientific and technical contacts already established may be developed to mutual advantage. Both sides are confident that it will also do much to create a climate in which joint consultation on products or processes of mutual interest will be facilitated. Picture shows Sir Paul Chambers (seated right), Academician V. A. Kirillin (seated left) at the signing ceremony at the ICI head office in London. Standing are Mr. J. W. B. Peel, head of the East European department of ICI (right) and Mr. M. P. Wray, deputy head of the department (left).

Morocco and East Germany

THE MOROCCAN *Bulletin Officiel* of September 7, 1966, published details of the three-year trade agreement of 1964 between Morocco and East Germany as it applies for the year ending August 7, 1967. A number of quota values have been increased.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hiligate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449/50).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of October 7.*

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.***

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(207/66) Transmission Lines for Agua y Energia Electrica. December 19. E.S.B. 39265/66.

(207/66) Bridge Construction for Direccion Nacional de Vialidad. February 9, 1967. E.S.B. 39273/66.

(208/66) Canal Construction for Instituto de Desarrollo del Valle Interior del Rio Negre. (Further Information.) Closing date postponed to November 14. E.S.B. 14329/66.

Ministerio de Obras Publicas:

(207/66) Electrical Equipment. November 11. E.S.B. 39271/66.

(207/66) Generating Sets. November 20. E.S.B. 39280/66.

AUSTRALIA

(208/66) Transformers for Brisbane City Council. November 18. E.S.B. 38900/66.*

Commonwealth Railways, Melbourne:

(207/66) Generating Sets. November 22. E.S.B. 39239/66.*

(207/66) Draft Gears. November 15. E.S.B. 39240/66.*

(208/66) Railway Maintenance Vans. November 22. E.S.B. 39238/66.*

Commonwealth Stores Supply and Tender Board:

(207/66) Rulers. November 10. E.S.B. 39202/66.*

(204/66) Cotton Tape. (Further Information.) E.S.B. 37167/66.*

Department of Supply:

(207/66) Wheel and Pinion Hobbing Machines. November 16. E.S.B. 39205/66.*

(207/66) Sheet Metal Bender. November 22. E.S.B. 39206/66.*

(207/66) Data Aquisition and Measuring Equipment. November 24. E.S.B. 39207/66.*

(204/66) Coal Handling Plant for Electricity Commission of New South Wales. (Re-issue of Tender.) Closing date January 31, 1967. E.S.B. 31607/66.*

(208/66) Transformers for Melbourne City Council. November 16. E.S.B. 39246/66.*

Postmaster General's Department:

(207/66 Bells and Buzzers. November 15. E.S.B. 39203/66.*

(207/66) Switchboard Parts. November 24. E.S.B. 39237/66.*

BOLIVIA

(205/66) Telephone Equipment for La Co-operativa De Telefonos Automaticos. (Further Information.) Closing date postponed to November 10. E.S.B. 29372/66.*

BURMA

Myanma Export/Import Corporation:

(203/66) Thermometers. November 10. E.S.B. 38589/66.*

(203/66) Bolts and Nuts. November 10. E.S.B. 38577/66.*

(204/66) Mild Steel Plate. November 18. E.S.B. 38576/66.*

Mr. A. J. Nicholas (left) chairman of Aberdare Holdings Ltd. returning from leading a Welsh trade mission to Canada, was greeted by his export director, Mr. R. G. Terry, who was leaving the same airport for a sales tour of Tokyo, Hong Kong, Singapore, Australia and New Zealand.

(204/66) Electrical Stores. November 30. E.S.B. 38603/66.*

(204/66) Workshop Equipment Spares. November 10. E.S.B. 38595/66.*

(204/66) GI Sheets. November 21. E.S.B. 38604/66.*

(204/66) Compressor Spares. November 10. E.S.B. 38597/66.*

(204/66) Spares for Rock Crushers. November 10. E.S.B. 38605/66.*

(204/66) Wire Rope. November 20. E.S.B. 38609/66.*

(204/66) Co-Polymer Resin. November 14. E.S.B. 38592/66.*

(204/66) Steel. December 8. E.S.B. 38600/66.*

(204/66) Wire Brushes. November 10. E.S.B. 38636/66.*

(204/66) Austin Spare Parts. November 10. E.S.B. 38638/66.*

(205/66) Metal. November 15. E.S.B. 38608/66.*

(205/66) Gaskets. November 10. E.S.B. 38652/66.*

(205/66) Pump Spares. November 10. E.S.B. 38644/66.*

(205/66) Pump Spares. November 10. E.S.B. 38649/66.*

(205/66) Sanitary Fittings. November 21. E.S.B. 38657/66.*

People's Oil Industry:

(203/66) Marine Engine Spares. November 10. E.S.B. 38585/66.*

(203/66) Bitumen. November 10. E.S.B. 38578/66.*

(203/66) Steel. November 10. E.S.B. 38575/66.*

(204/66) Steel Tubes. November 10. E.S.B. 38639/66.*

(204/66) Spares for Launch. November 10. E.S.B. 38599/66.*

(204/66) Vehicle Spare Parts. November 10. E.S.B. 38593/66.*

(204/66) Spares for Stone Breaking Plant. November 10. E.S.B. 38635/66.*

(204/66) Belting. November 10. E.S.B. 38650/66.*

(204/66) Marine Engine Spares. November 10. E.S.B. 38582/66.*

(204/66) Chemicals. November 10. E.S.B. 38586/66.*

(204/66) Hydrometers. November 10. E.S.B. 38590/66.*

(204/66) Electrical Spare Parts. November 10. E.S.B. 38594/66.*

(204/66) Binding Wire. November 25. E.S.B. 38602/66.*

(204/66) Diesel Engine Spares. Novembe 10. E.S.B. 38637/66.*

(205/66) Petrol Engine Spares. November 10. E.S.B. 38661/66.*

(205/66) Chain Sprockets. November 10. E.S.B. 38651/66.*

(205/66) Spares for Cranes. November 10. E.S.B. 38648/66.*

(205/66) Ship's Clock. November 10. E.S.B. 38614/66.*

(205/66) Spares for Marine Engine. November 10. E.S.B. 38613/66.*

(205/66) Spares for Marine Engine. November 10. E.S.B. 38612/66.*

(205/66) Hoses and Fittings. November 10. E.S.B. 38611/66.*

(205/66) Pipe Insulation Materials. November 10. E.S.B. 38610/66.*

(205/66) Diesel Engine Spares. November 10. E.S.B. 38607/66.*

(205/66) Motor Vehicle Spare Parts. November 10. E.S.B. 38606/66.*

(205/66) Starter Motor Spares. November 10. E.S.B. 38598/66.*

(205/66) Recorder Charts. November 10. E.S.B. 38596/66.*

(205/66) Laboratory Supplies. November 10. E.S.B. 38660/66.*

(205/66) Launch Spares. November 10. E.S.B. 38641/66.*

(205/66) Shackles. November 10. E.S.B. 38640/66.*

(205/66) Marine Engine Spares. November 10. E.S.B. 38642/66.*

(205/66) Compressor Spares. November 10. E.S.B. 38643/66.*

(205/66) Dyes and Chemicals for Textile Mills IDC. November 10. E.S.B. 38646/66.*

CANADA

(204/66) Insulators for British Columbia Hydro and Power Authority. November 29. E.S.B. 38669/66.

CEYLON

(208/66) Steel Girder Bridges for Ceylon Government Railway. November 23. E.S.B. 39243/66.*

(207/66) Cine Film and Magnetic Tapes for Government Film Unit, Moratuwa. November 13. E.S.B. 39249/66.

(208/66) Steel Cabinets and Cupboards for Government Stores Department. (Further Information.) E.S.B. 37967/66.*

(207/66) Vehicles for Sri Lanka Sugar Corporation. November 15. E.S.B. 39201/66.*

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* **The Export Service Bulletin,** *a 'must' for exporters is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarises the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs* only £10 10s.

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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337, FINCHLEY ROAD, LONDON, N.W.3 **Tel: HAMPSTEAD 8077-8**

COLOMBIA

(207/66) Bulk Sugar Handling Equipment for Empresa Puertos de Colombia. November 25. E.S.B. 39247/66.

CYPRUS

(204/66) Transmission Line for Electricity Authority of Cyprus. (Further Information.) Tender documents now available. E.S.B. 36761/66.*

Ministry of Health:

(208/66) Cortisone. November 19. E.S.B. 39259/66.

(208/66) Catheters and Elastic Appliances. November 19. E.S.B. 39258/66.

(208/66) Envelopes for Printing Department. November 26. E.S.B. 39242/66.

UNITED ARAB REPUBLIC (EGYPT)

(205/66) Steel for Egyptian Railways. November 19. E.S.B. 38865/66.

FORMOSA

Central Trust of China:

(207/66) X-ray Film Accessories. November 15. E.S.B. 39220/66.*

(207/66) Oxygen Gas Cylinders. November 15. E.S.B. 39226/66.*

(207/66) Potassium Borofluorate. November 14. E.S.B. 39223/66.*

(207/66) Dynamometers. November 14. E.S.B. 39219/66.*

(208/66) Spring Steel Straps. November 17. E.S.B. 39221/66.*

(208/66) Seamless Pipe. November 16. E.S.B. 39225/66.*

(208/66) Marine Diesel Engine. November 18. E.S.B. 39272/66.*

(208/66) VHF Antennae. (Further Information.) Re-issued in respect of 'Base Section' Antennae only. November 11. E.S.B. 29445/66.*

(208/66) Transformers. (Further Information.) Re-issued in respect of items 1, 3 and 4. November 15. E.S.B. 27515/66.*

(208/66) Cable Accessories. November 15. E.S.B. 39224/66.*

(208/66) Gas Compressors. November 14. E.S.B. 39227/66.*

GREECE

(207/66) Morse Transmitter Sets for Ministry of National Defence. November 9. E.S.B. 38888/66.*

HONG KONG

(207/66) Steel Tubes for Controller of Stores. November 18. E.S.B. 38849/66.*

INDIA

Atomic Energy Establishment:

(205/66) Precision Wheatstone Bridge. (Further Information.) Tender documents now available. E.S.B. 37763/66.*

(205/66) Precision Resistance Measuring Bridge. (Further Information.) Tender documents now available. E.S.B. 37774/66.*

(205/66) Resistivity Meter. (Further Information.) Tender documents now available. E.S.B. 37741/65.*

(205/66) Torque Meter. (Further Information.) Tender documents now available. E.S.B. 37742/66.*

(205/66) Impact Meter. (Further Information.) Tender documents now available. E.S.B. 37745/66.*

(205/66) Dilatometer. (Further Information.) Tender documents now available. E.S.B. 37746/66.*

(205/66) Vacuum Metallizing Equipment. (Further Information.) Tender documents now available. E.S.B. 37747/66.*

(205/66) Resistor Printer. (Further Information.) Tender documents now available. E.S.B. 37760/66.*

(205/66) Optical Interferometer. (Further Information.) Tender documents now available. E.S.B. 37744/66.*

(205/66) Digital Voltmeter. (Further Information.) Tender documents now available. E.S.B. 37737/66.*

(205/66) Transistor Diode Tester. (Further Information.) Tender documents now available. E.S.B. 37739/66.*

(205/66) Helium Leak Detector. (Further Information.) Tender documents now available. E.S.B. 37743/66.*

(205/66) Wheatstone Bridges. (Further Information.) Tender documents now available. E.S.B. 37759/66.*

(205/66) Precision Resistance Decade Boxes. (Further Information.) Tender documents now available. E.S.B. 37758/66.*

(205/66) Slitting and Lapping Machines. (Further Information.) Tender documents now available. E.S.B. 37734/66.*

(205/66) Testing Instruments. (Further Information.) Tender documents now available. E.S.B. 37738/66.*

(205/66) Galvanometers. (Further Information.) Tender documents now available. E.S.B. 37762/66.*

(205/66) Resistance Decade Box. (Further Information.) Tender documents now available. E.S.B. 37765/66.*

(205/66) Transistor Curve Tracers. (Further Information.) Tender documents now available. E.S.B. 37740/66.*

(206/66) Conductivity Meter Bridge. (Further Information.) Tender documents now available. E.S.B. 37775/66.*

(206/66) Shearing Machine. December 8. E.S.B. 38834/66.

(206/66) Glass/Quartz Working Lathe. December 5. E.S.B. 38825/66.

(206/66) Allcut Machine. December 7. E.S.B. 38831/66.

(206/66) Drilling Machine. December 8. E.S.B. 38836/66.

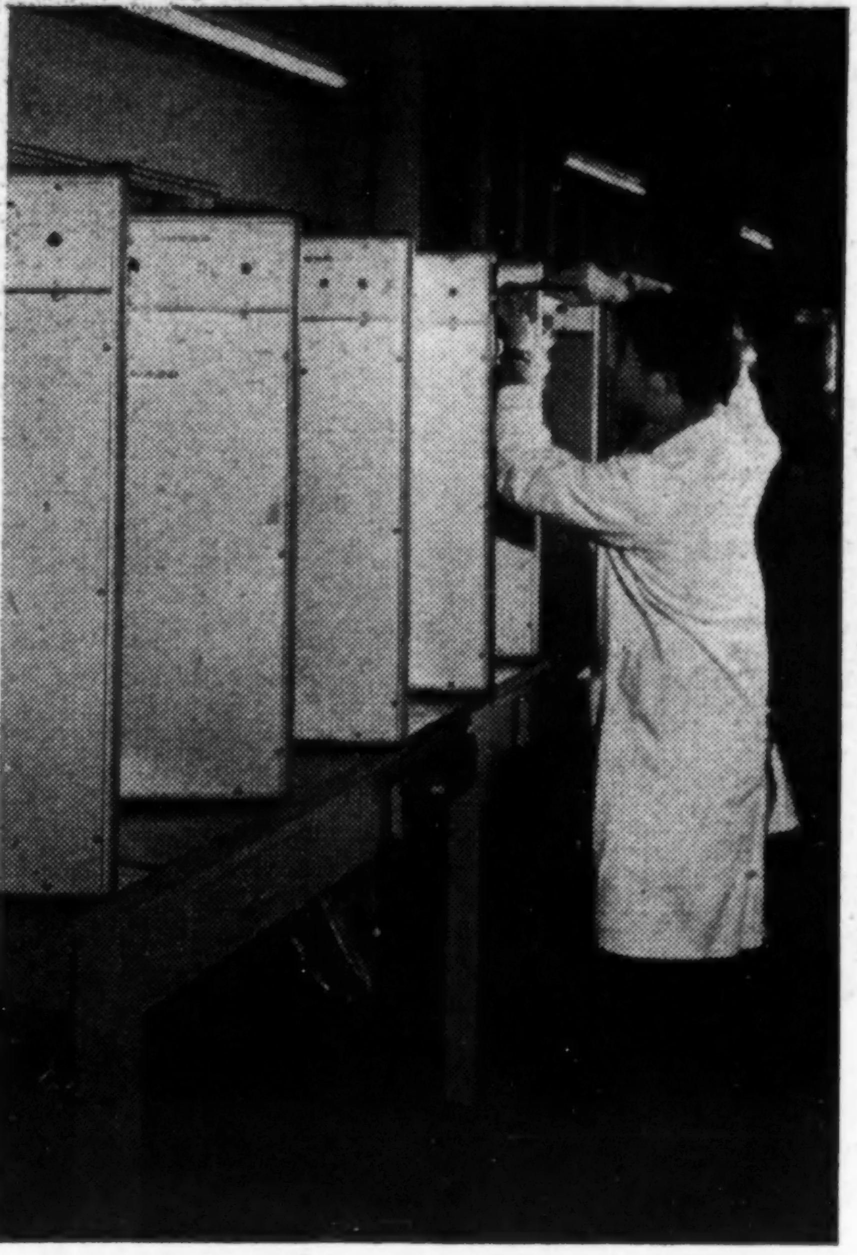
(206/66) Moulding Press. December 2. E.S.B. 38698/66.

(206/66) Jigsaw Machines. December 13. E.S.B. 38843/66.

(206/66) Lathes. December 9. E.S.B. 38839/66.

(206/66) Surface Grinder. December 12. E.S.B. 38841/66.

(206/66) Lathes. December 12. E.S.B. 38842/66.



New Deoxo Dual Puridryers, manufactured by Engelhard Industries Limited, have been shipped to Moscow for distribution to factories throughout the USSR This is the first Russian order for the Dual Puridryer, and it follows the considerable interest shown by technicians who visited the Engelhard stand at last year's 'Chemistry in Industry' exhibition in Moscow. The Puridryer is designed to remove oxygen and water vapour from hydrogen, leaving less than one volume per million of oxygen in the remaining gas.

(206/66) Sandblasting Machines. December 14. E.S.B. 38844/66.

(206/66) Riveting Machine. December 14. E.S.B. 38845/66.

(206/66) Type Marking and Printing Machine. November 24. E.S.B. 38681/66.

(206/66) Deionized Water Systems. November 24. E.S.B. 38682/66.

(206/66) Helical Groove Cutting Machine. December 2. E.S.B. 38697/66.

(206/66) Alloying Furnace. November 29. E.S.B. 38688/66.

(206/66) Proportioner and Mixer. November 30. E.S.B. 38692/66.

(206/66) Grinding Equipment. December 6. E.S.B. 38828/66.

(206/66) Shaping Machines. December 6. E.S.B. 38630/66.

(206/66) Vacuum Furnace. (Further Information.) Tender documents now available. E.S.B. 37764/66.*

(206/66) Lapping and Polishing Machine. November 24. E.S.B. 38683/65.

(206/66) Vacuum Evaporation Plant. November 25. E.S.B. 38684/66.

(206/66) Band Saw. December 7. E.S.B. 38833/66.

(206/66) Diffusion Furnaces. November 29. E.S.B. 38689/66.

(206/66) Particle Monitor. November 30. E.S.B. 38690/66.

(206/66) Mask Making Equipment. November 30. E.S.B. 38691/66.

(206/66) Sheet Rolling Machine. December 1. E.S.B. 38693/66.

(206/66) Hydraulic Crimping Units. December 1. E.S.B. 38694/66.

(206/66) Pigtail Welder. December 1. E.S.B. 38695/66.

(206/66) Slicing Machine. November 29. E.S.B. 38687/66.

(206/66) Jig Boring Equipment. December 12. E.S.B. 38826/66.

(206/66) Precision Lathe. December 5. E.S.B. 38827/66.

(206/66) Radial Drilling Equipment. December 6. E.S.B. 38829/66.

(206/66) Capstan Lathe. December 7. E.S.B. 38832/66.

(206/66) Power Press. December 9. E.S.B. 38837/66.

(206/66) Vacuum Pump. November 23. E.S.B. 38678/66.

(206/66) Test Chambers. November 23. E.S.B. 38679/66.

(206/66) Dice Sorter. November 23. E.S.B. 38680/66.

(206/66) Dicing Machine. November 25. E.S.B. 38686/65.

(206/66) Mask Aligning Equipment. November 25. E.S.B. 38685/66.

(206/66) Plastics Moulding Equipment. December 2. E.S.B. 38696/66.

(207/66) Rolling Machine. December 12. E.S.B. 38835/66.

(207/66) Hand Presses. December 9. E.S.B. 38838/66.

(207/66) Radial Drilling Machines. December 12. E.S.B. 38840/66.

(208/66) Brass Welding Rods for Bahkra Dam Project. November 21. E.S.B. 39266/66.

(208/66) Vertical Slotting Machine for BEAS Purchase Organization. December 28. E.S.B. 39270/66.*

(206/66) Silicon Rectifiers for Chittaranjan Locomotive Works. December 6. E.S.B. 38848/66.

(205/66) Cable End Boxes for Delhi Electric Supply Undertaking. November 10. E.S.B. 38824/66.*

(205/66) Tin Ingots for Directorate General of Supplies and Disposals. (Further Information.) E.S.B. 37943/66.*

(208/66) Nickel Billets for Fertilizer Corporation of India. November 28. E.S.B. 39267/66.

(203/66) Dam Construction Work for Government of Andhra Pradesh. November 21. E.S.B. 38501/66.

(204/66) Railway Electrification Equipment for Indian Railways, Calcutta. January 25, 1967. E.S.B. 38615/66.

India Supply Mission:

(204/66) Water Pumps. November 24. E.S.B. 38664/66.

(204/66) Signal Generators. November 17. E.S.B. 38672/66.

(205/66) Dam and Power House Construction for Koyna Hydro Electric Project. (Further Information.) Closing date postponed to November 18. E.S.B. 15887/66.*

(205/66) Boiler and Turbine House Construction for Maharashtra State Electricity Board. November 21. E.S.B. 38675/66.

(208/66) Steel Materials for Ministry of Railways. November 24. E.S.B. 39268/66.

(205/66) Machine Tools and Garage Equipments for Oil and Natural Gas Commission. November 25. E.S.B. 38846/66.

IRAN

(207/66) Cast Iron for Iranian State Railways. January 7, 1967. E.S.B. 38894/66.*

IRAQ

(203/66) Pipes and Fittings for Administration of Distribution of Oil Products. November 15. E.S.B. 38537/66.

Central Foreign Purchasing Board:

(203/66) Water Coolers. December 4. E.S.B. 38539/66.

(203/66) Radio Telephone Sets. December 4. E.S.B. 38538/66.

(206/66) Fire Bricks for Iraq Cement Co. Closing date postponed to November 15. E.S.B. 37168/66.*

Iraqi Republican Railways Service:

(204/66) Rolling Stock and Brake Carriages. (Further Information.) Closing date extended to November 14. E.S.B. 28368/66.*

(204/66) Diesel Locomotives. (Further Information.) Closing date postponed to December 19. E.S.B. 28327/66.*

(204/66) Rail Car Train Units. (Further Information.) Closing date postponed to January 23, 1967. E.S.B. 29532/66.*

(203/66) Pumping Plant for Ministry of Agrarian Reform. December 1. E.S.B. 38540/66 .

ITALY

(208/66) Toilet Paper and Paper Towels for Headquarters Allied Forces Southern Europe. December 2. E.S.B. 39257/66.*

JORDAN

Jordan Cement Factories Co. Ltd.:

(207/66) Drifter Drills. November 30. E.S.B. 38883/66.*

(207/66) Goods and Passenger Lift. November 30. E.S.B. 38882/66.*

(207/66) Meters and Circuit Breakers for Jordanian Electric Power Co. Ltd. November 12. E.S.B. 38885/66.*

(207/66) Automatic Telephone System for Ministry of Communications. November 9. E.S.B. 38855/66.

KOREA

(205/66) Workshop Machinery for Office of Supply. November 14. E.S.B. 38674/66.*

KUWAIT

(206/66) Hydrogen Gas for Ministry of Electricity and Water. November 13. E.S.B. 38880/66.*

LEBANON

(206/66) Industrial Tractors for La Compagnie de Gestion et Exploitation. November 9. E.S.B. 38873/65.*

MALAWI

Department of Works:

(203/66) Mattresses. December 1. E.S.B. 38574/66.

(203/66) Corrugated Iron Sheets. March 1, 1967. E.S.B. 38572/66.

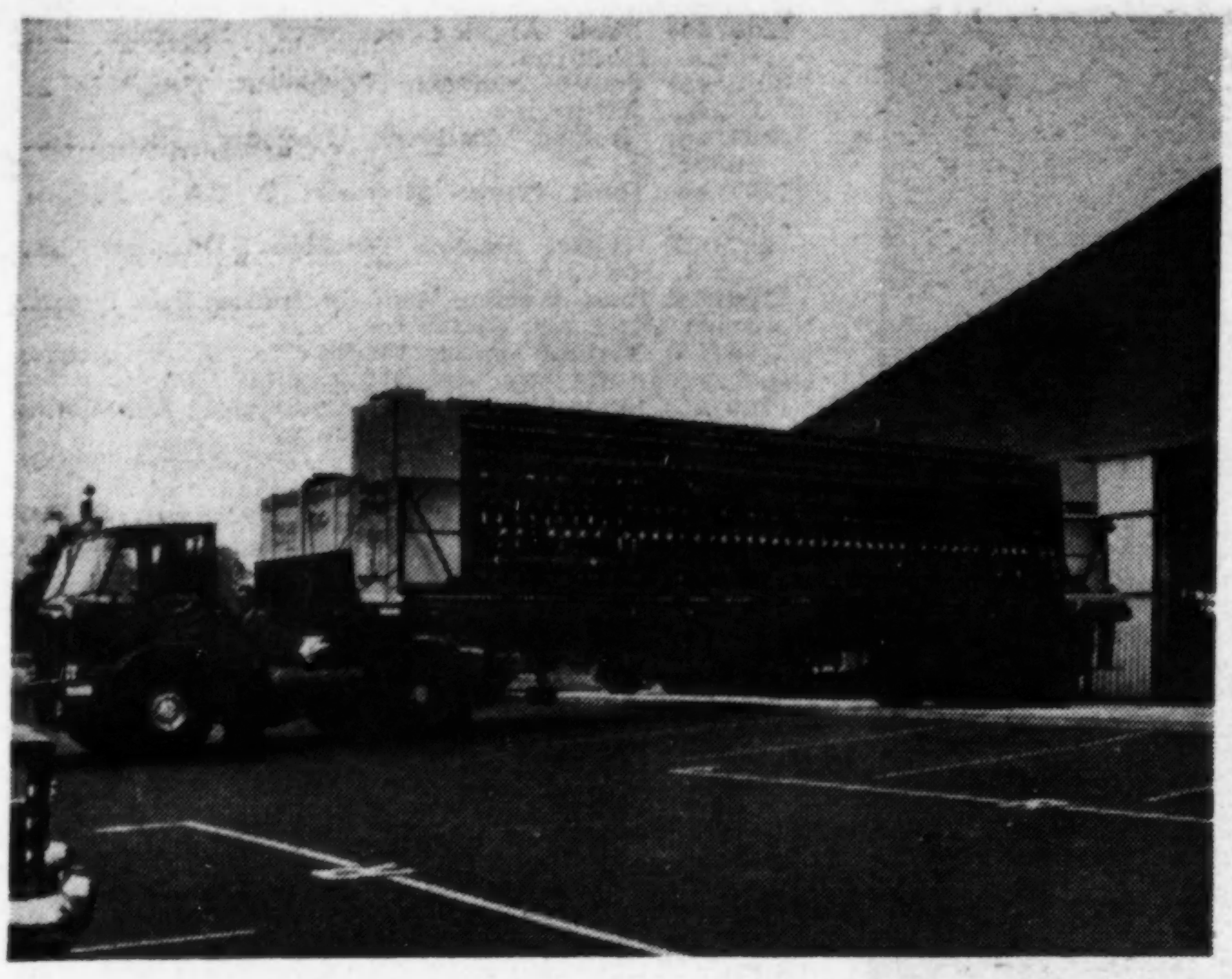
(204/66) Brushes and Brooms. January 1, 1967. E.S.B. 38587/66.

MALAYSIA

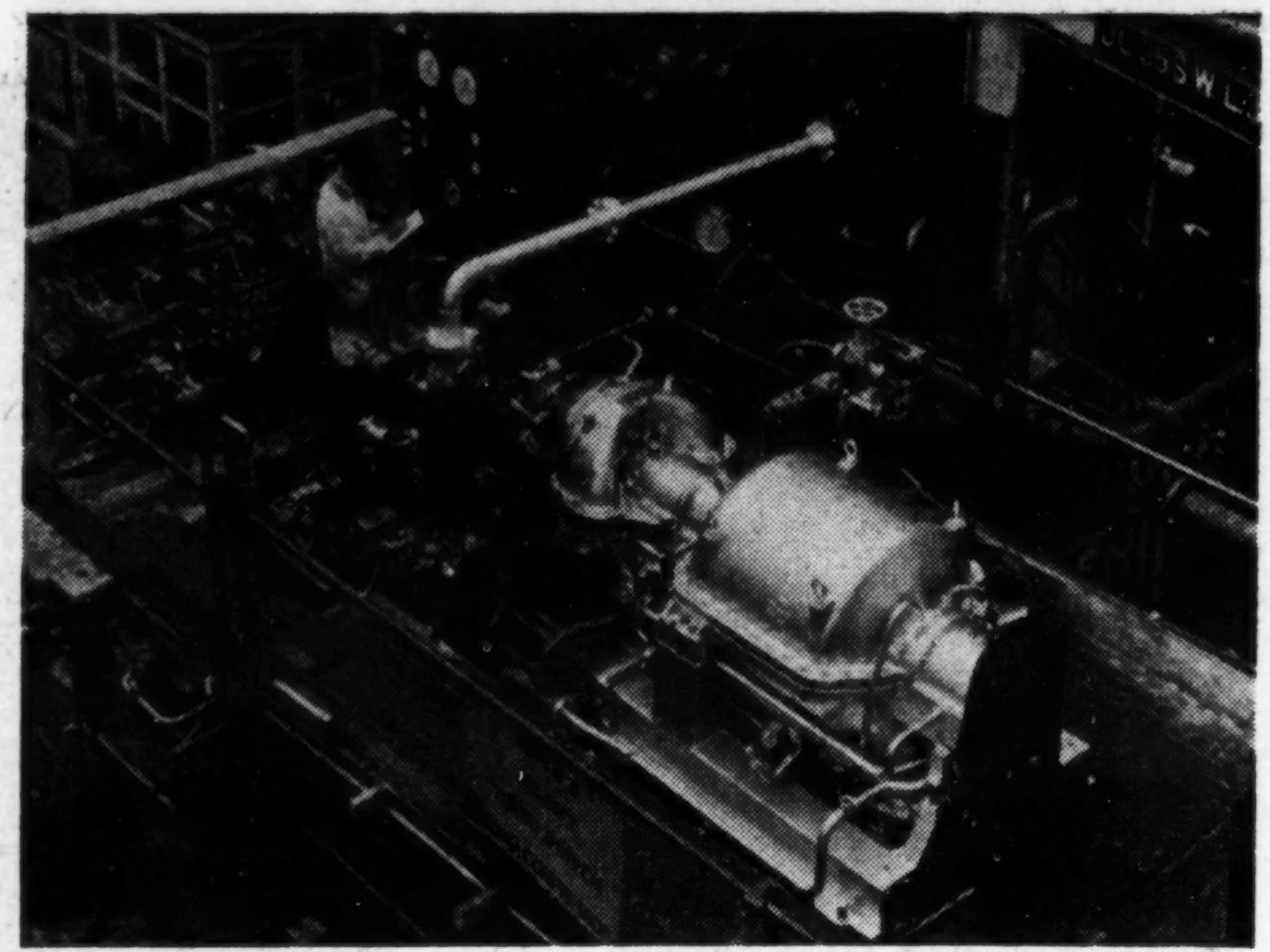
(206/66) External Electrical Services RMAF for Public Works Department. November 15. E.S.B. 38897/66.*

MALTA

(203/66) Flannel for Accountant General and Director of Contracts. November 9. E.S.B. 38534/66.*



Manufactured by Ernest Scragg & Sons Ltd., Macclesfield, CS 12 crimping machines for producing stretch and bulk synthetic yarns, are now being exported in quantity to industrial production plants all over the world. The picture shows a complete machine, one of a large order, leaving the Scragg Langley works for delivery by road and sea on a special transporter to a mill near Lyons. The machine, 43 ft. long and weighing 10 tons, will be fully operational very soon after its arrival.



Testing the first of three turbine-driven ammonia compressors being supplied by C. A. Parsons & Co. Ltd., for an ammonia fertilizer plant in Pulawy, Poland. This machine is part of a £500,000 Parsons contract for three single-cylinder centrifugal ammonia compressors and three two-cylinder centrifugal air compressors. An interesting feature of these units is the control gear which controls the output of the three compressors operating in parallel, so that the duty is shared equally between the machines whilst maintaining a constant suction pressure.

MOROCCO

(203/66) Agricultural Projects for La Banque National pour le Development Economique du Marco. Correction to read November 15. E.S.B. 37920/66.*

NEW ZEALAND

(203/66) Transformers for Ashburton Electric-Power and Gas Board. December 2. E.S.B. 38531/66.*

General Post Office:

(205/66) Radio Components. November 16. E.S.B. 38654/66.*

(205/66) Oscillator. November 14. E.S.B. 38629/66.*

(205/66) Lamp Fittings. November 11. E.S.B. 38632/66.*

(205/66) Capacitors. November 14. E.S.B. 38630/66.*

(205/66) Flax Canvas. November 15. E.S.B. 38631/66.*

(205/66) Universal Component Bridge. November 17. E.S.B. 38634/66.*

(206/66) Loading Cases. (Further Information.) E.S.B. 37173/66.*

(203/66) Telemetering Equipment for Hutt Valley Drainage Board. (Further Information.) November 14. E.S.B. 33889/66.*

(205/66) Cotton Drill for Ministry of Works. November 14. E.S.B. 38633/66.*

(205/66) Circuit Breakers for New Zealand Electricity Department. January 24, 1967. E.S.B, 38647/66.*

New Zealand Steel Ltd.:

(207/66) Materials Handling Plant. Closing date not known. E.S.B. 39255/66.

(207/66) Pumps and Valves. Closing date not known. E.S.B. 39256/66.

PAKISTAN

(207/66) Mild Steel Pipe for Agricultural Development Bank of Pakistan. November 10. E.S.B. 39276/66.

Directorate of Supply:

(205/66) Laboratory Equipment. November 10. E.S.B. 38820/66.*

(207/66) Foundry Equipment. November 17. E.S.B. 38822/66.

(207/66) Metal Shop Tools and Drafting Equipment. November 15. E.S.B. 38821/66.

(206/66) Chemical Plant for East Pakistan Industrial Development. (Further Information.) Closing date postponed to November 15. E.S.B. 29417/66.*

Government of East Pakistan:

(205/66) Machine Shop Equipment. November 14. E.S.B. 38818/66.

(203/66) Grain Conveying Units. November 15. E.S.B. 38579/66.*

(203/66) Air Compressors for Pakistan Ordnance Factories. Closing date not known. E.S.B. 38545/66.

(203/66) Cranes; Compactor; Railcar for West Pakistan Railway Board. November 29. E.S.B. 38547/66.

RWANDA

(205/66) Insecticide for l'Office des Cultures Industrielles. November 9. E.S.B. 38670/66.*

SAUDI ARABIA

(203/66) Scientific Equipment; Chemicals for University of Riyadh. January 26, 1967. E.S.B. 38549/66.

SINGAPORE

(207/66) Flanged Valves and Flow Measurement Apparatus for Public Utilities Board. November 29. E.S.B. 39230/66.*

SOUTH AFRICA

State Tender Board:

(206/66) Bulldog Grips. November 15. E.S.B. 38856/66.*

(206/66) Effluent Treatment and Disposal Unit. November 15. E.S.B. 38861/66.*

(206/66) Oars. November 17. E.S.B. 38862/66.*

(207/66) Telemetering and Communications Equipment. Closing date postponed to November 10. E.S.B. 36765/66.*

(206/66) Crankshaft Grinding Machine for Transvaal Provincial Tender Board. November 11. E.S.B. 38850/66.*

TANZANIA

(207/66) Harbour Extension for East African Railways. November 21. E.S.B. 39254/66.

THAILAND

(203/66) Cable Accessories for Metropolitan Electricity Authority. November 15. E.S.B. 38522/66.*

(205/66) Consultancy Services for Ministry of the Interior. December 31. E.S.B. 38622/66.

(207/66) Transformer for Provincial Electricity Authority. November 10. E.S.B. 39236/66.*

(205/66) Electric Fans for The State Railway of Thailand. November 14. E.S.B. 38620/66.*

TUNISIA

(208/66) Telephone Equipment for Chef Des Telecommunications. Closing date postponed to November 30. E.S.B. 29592/66.*

TURKEY

(205/66) Sub-Station Equipment for La Municipalité d'Istanbul. November 11. E.S.B. 38617/66.*

(206/66) Coal Tar Enamal and Primer for State Hydraulic Works. November 9. E.S.B. 38845/66.*

(205/66) Magnetic Tapes for The Turkive Radyo Televizyon Kurumu. November 10. E.S.B. 38618/66.*

UNITED STATES

(206/66) Tower Steel for USDI Bonneville Power Administration. (Further Information.) Closing date postponed to November 15. E.S.B. 35279/66.

URUGUAY

(203/66) Pharmaceuticals for Ministry of Public Health, November 16. E.S.B. 38507/66.

State Electricity Board:

(203/66) Bearings. November 18 and 24. E.S.B. 38512/66.

(203/66) Tin. November 29 and December 5. E.S.B. 38514/66.

(203/66) Copper, Bronze, Lead. December 14. E.S.B. 38515/66.

(203/66) Carbon Brushes; Balances. December 9. E.S.B. 38516/66.

(203/66) Automatic Presses. December 7. E.S.B. 38517/66.

(203/66) Copper Wire. December 13. E.S.B. 38518/66.

(203/66) Metals. November 25 and 30. E.S.B. 38513/66.

(203/66) Electrical Equipment. November 16 and 30. E.S.B. 38510/66.

(203/66) Coiling and Shearing Machines. November 22 and 28. E.S.B. 38511/66.

(203/66) Bolts, Nuts, Screws, Rivets etc. December 6. E.S.B. 38519/66.

ZAMBIA

Central Supply and Tender Board:

(204/66) Uniform Items. November 11. E.S.B. 37119/65.*

(207/66) Rescue/Fire Service Uniforms. November 25. E.S.B. 38895/66.

(207/66) Trailers. November 25. E.S.B. 38896/66.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia

(205/66) Agency inquiry for thermostats. E.S.B. 36871/66.

(205/66) Inquiry for electric motors. E.S.B. 35430/66.

(206/66) Inquiry for tapes. E.S.B. 3480/66.

(208/66) Inquiry for machine tools. E.S.B. 38902/66.

Bolivia

(205/66) Inquiry for bicycles and parts; cloth table covers; floor coverings; rubber mats. E.S.B. 38442/66.

(205/66) Inquiry for building construction materials; foodstuffs; non-electric; appliances; sanitary ware; vaccines and medicines. E.S.B. 37336/66.

(205/66) Inquiry for fans; gas cookers; sanitary ware; water pumps. E.S.B. 38454/66.

(205/66) Inquiry for lorries; refrigerated chambers. E.S.B. 38473/66.

(206/65) Inquiry for crystalware; tableware. E.S.B. 38461/66.

(207/66) Inquiry for linoleum. E.S.B. 38962/66.

(208/65) Inquiry for chemicals. E.S.B. 38400/66.

Canada

(206/66) Agency inquiry for axes; foodstuffs. E.S.B. 26167/66.

(208/66) Agency inquiry for engineering equipment; instructional equipment; daboratory and testing equipment. E.S.B. 30605/66.

(205/66) Inquiry for castings. E.S.B. 38088/65.

(205/66) Inquiry for foam plastic scrap. E.S.B. 36972/66.

(205/65) Inquiry for handles. E.S.B. 36263/65.

(208/66) Inquiry for baling equipment; laundry equipment. E.S.B. 38210/66.

Ceylon

(205/66) Inquiry for chemicals; engines and accessories; flashlight materials; marine equipment; iron and steel products. E.S.B. 38195/66.

Chile

(205/65) Inquiry for feature films. E.S.B. 33671/66.

Cyprus

(205/66) Agency inquiry for fibreboard; plastic fabrics and sheeting E.S.B. 35972/65.

Czechoslovakia

(208/66) Inquiry for electrolyser. E.S.B. 33029/66.

Denmark

(207/65) Agency inquiry for smoking pipes. E.S.B. 38965/66.

(207/66) Inquiry for insulating materials; refractories. Further information E.S.B. 32945/66.

Finland

(207/66) Agency inquiry for linoleum. E.S.B. 4759/66.

France

(204/66) Agency inquiry for knitwear; women's outer clothing. E.S.B. 38204/66.

(206/66) Agency inquiry for fishing equipment. E.S.B. 38478/66.

(206/66) Agency inquiry for hardware. E.S.B. 38751/66.

(206/66) Agency inquiry for leather goods; travel articles. E.S.B. 38449/66.

(208/66) Agency inquiry for counting and testing equipment. E.S.B. 39116/66.

(204/66) Inquiry for tools; vices and work positioners. E.S.B. 38114/66.

Germany, Federal Republic of

(204/66) Agency inquiry for laboratory equipment. E.S.B. 38363/66.

(204/66) Agency inquiry for measuring instruments. E.S.B. 38284/66.

(204/66) Agency inquiry for measuring tools. E.S.B. 38231/66.

(205/66) Agency inquiry for furnishing fabrics; furniture. E.S.B. 38207/66.

(205/66) Agency inquiry for laboratory equipment and instruments. E.S.B. 38464/65, E.S.B. 38347/66.

(205/66) Agency inquiry for piece goods. E.S.B. 38152/66.

(206/66) Agency inquiry for computors; digital equipment; measuring units. E.S.B. 38385/66.

(207/66) Agency inquiry for cables; clamps. E.S.B. 38713/66.

(207/66) Agency inquiry for electronic components; electronic components manufacturing machinery. E.S.B. 38961/66.

(208/66) Agency inquiry for yarns. E.S.B. 39080/66.

(204/65) Inquiry for laboratory instruments. E.S.B. 38253/66.

(205/66) Inquiry for carpets; outerwear. E.S.B. 38151/66.

(206/66) Dealings with the Federal Ministry of Defence through third parties. C.R.E. 1955/66.

(208/66) Inquiry for muslin; tulle. E.S.B. 37424/66.

Greece/Rumania

(208/66) Trade Agreement. C.R.E. 5000/G.

Iran

(207/66) Agency inquiry for gunny bag manufacturing plant; motor cycles. E.S.B. 38490/66.

(207/66) Manufacture under licence – agricultural implements; concrete mixers; dumpers; road rollers. E.S.B. 38711/65.

Iraq

(208/66) Inquiry for agricultural equipment amusement park and fairground equipment; pumps; sanitary ware. E.S.B. 38750/66.

Israel

(206/66) Agency inquiry for contraceptives; paper. E.S.B. 27702/66.

Italy

(204/66) Agency inquiry for gin; tea. E.S.B 38009/65.

(204/66) Inquiry for wool and mohair fabric finishing. E.S.B. 38397/66.

(207/66) Inquiry for bottling machinery. E.S.B. 38978/66.

Kuwait

(206/66) Agency inquiry in respect of radar equipment. E.S.B. 38726/66.

Lebanon

(207/65) Inquiry for industrial raw materials; industrial products; railway track equipment. E.S.B. 38765/66.

Malaysia

(205/66) Inquiry for multiplex receivers. E.S.B. 38027/66.

Mexico

(208/66) Inquiry for air conditioners; electronic components; hardware; medical equipment. E.S.B. 38292/66.

Nepal

(205/66) Inquiry for bottling plant; crown corks; glass sheet making plant E.S.B. 20139/66.

New Zealand

(204/66) Inquiry for containers and pallet loading equipment. E.S.B. 38320/66.

(207/66) Manufacture under licence – men's suits. E.S.B. 38247/66.

Pakistan

(205/66) Inquiry for galvanised mild steel fittings. E.S.B. 37804/66.

Rumania

(204/66) Inquiry for vehicles. E.S.B. 38188/66.

(206/66) Inquiry for vehicles, equipment and tools; driving schools teaching aids. E.S.B. 38188/66.

South Africa

(204/66) Agency inquiry for bakery machinery; canning and packaging machinery; chemical plant and equipment; food preparation machinery. E.S.B. 38261/66.

(206/66) Opportunities for manufacturers. E.S.B. 38723/66.

Spain

(208/66) Inquiry for irrigation equipment. E.S.B. 39229/66.

Sudan

(206/66) Inquiry for cold store plant; ice making factory. E.S.B. 37356/66.

(207/66) Increases in taxation and import duties. C.R.E. 1577/G.

Sweden

(207/65) Inquiry for tweeds. E.S.B. 38776/66.

Thailand

(205/66) Exports to. C.R.E. 18392/G.

Turkey

(207/66) Inquiry for prefabricated buildings – further information. E.S.B. 33540/66.

United States

(204/65) Inquiry for framed mirrors. E.S.B. 38248/66.

(204/66) Inquiry for household decorations and giftwear. E.S.B. 38108/66.

(207/66) Inquiry for component units for instruments for educational aids. E.S.B. 33641/65.

(207/66) Inquiry for trichloroethane. E.S.B. 38800/66.

(207/65) Modification of United States Defence Department 'Buy American' rules. C.R.E. 369/G.

Venezuela

(205/66) Agency inquiry for angora yarn; suede clothing and leathers. E.S.B. 38702/66.

(206/66) Inquiry for containers and container material; sulphonates. E.S.B. 38348/66.

Windward Islands

(207/66) Canning of foodstuffs. C.R.E. 980/G.

Zambia

(205/66) Agency inquiry for clothing; shoes; watches. E.S.B. 38335/66.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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† For further details on the 'Export Service Bulletin' see page 1076.

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REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

► *The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the* Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SPAIN

Suspension of customs duties

In the *State Gazette* of October 10, the Spanish authorities announced the extension of the import duties suspension on slabs of more than 1,000 Kgs. weight and more than 120 mm. thickness (Tariff heading 73-07.B4a) until January 2, 1967.

Customs tariff

In the *State Gazette* of October 10, the Spanish authorities announced that 'movable' duties are re-established on certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Movable Duty	
		Until 8.6.68	After 8.6.68
73-02 A	Ferro-manganese	12%	9%
B	Ferro-silicon and ferro-silico-manganese	12%	9%
C	Ferro-chromium	12%	9%

The Spanish authorities have also announced that, because of the re-classification of Di-terciario Butyl Paracresol under tariff heading 29-06.A7 (formerly classified under tariff heading 29-06.B), goods classified under 29.06.A7 will be liable to a transitory duty of 8 per cent (definitive duty 25 per cent) and 29-06.B will revert to a transitory duty of 13 per cent (definitive duty 20 per cent).

IRISH REPUBLIC

Import of raw tomatoes

The Minister for Agriculture in the Irish Republic has announced that under the Tomatoes (Regulation of Import) Order 1948, licences for the importation of raw tomatoes will not be required on and from October 27, 1966.

Licences under the Colorado Beetle Orders 1954 and 1962, and the Foot and Mouth Disease (Importation of Plants) Orders 1952 and 1962, will continue to be required.

Wholesale tax: postal importations

Information about the Wholesale Tax was published in the *Board of Trade Journal* on September 23 (pages 768-770). The Revenue Commissioners of the Irish Republic have now announced that wholesale tax is not payable when the declared value of the goods in any parcel imported by post does not exceed £10. As the exemption from Turnover Tax in respect of post parcels not exceeding a declared value of £20 continues unaltered, parcels of a declared value exceeding £10 but not exceeding £20 qualify for exemption from Turnover Tax only.

BENELUX

Renewal of trade agreements

A notice published in the Netherlands *'Economische Voorlichting'* No. 41 of October 12, 1966, summarizes the position of the Benelux trade agreements as at October 1, 1966.

In some instances, where agreements have already been renewed, details have been published in the *Board of Trade Journal.* In addition, the following agreements are still valid:

Country	Validity of Agreement
Austria	April 1, 1966-March 31, 1967
Denmark	December 1, 1965-November 30, 1966
Israel	September 1, 1966-August 31, 1967
Japan	Entered into force on April 10, 1962
Morocco	July 1, 1966-June 30, 1967
Norway	May 1, 1966-April 30, 1967
Portugal	October 1, 1965-September 30, 1966
Rumania	October 1, 1966-September 30, 1967
Spain	April 15, 1966-April 14, 1967
Sweden	March 1, 1966-February 28, 1967
Switzerland	April 1, 1966—March 31, 1967
Tunisia	April 1, 1966-March 31, 1967
Yugoslavia	July 1, 1966-June 30, 1967

SUDAN

Increases in taxation and import duties

In a broadcast on September 20, the Sudanese Minister of Finance introduced a new budget containing measures to deal with the present financial crisis.

The measures include increases in direct and indirect taxation and customs and excise duties on certain commodities, and an additional import duty of 5 per cent *ad valorem* on all goods. The Government have decided to lift gradually restrictions on imports depending on revenue to be realized in foreign currency.

The budget has been introduced by a Provisional Order only, and it is not yet known when the provisions will come into force, as the date of consent given by the Supreme Council has not yet been announced.

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every atttempt is made therefore to group countries by continents as far as possible.

A luncheon party held in London by Mr. F. Risdon, of Shingler Risdon Associates, to mark the occasion of their appointment by HH Sheik Zayed, Ruler of Abu Dhabi, as consultants on design aspects of the State's Development Programme. Picture shows (back row, from left to right), Mr. N. Webster; Lord Chelmer, chairman, Amalgamated Developers Ltd.; Mr. Frank Risdon, Abdul Amir Mizher al-Ghazzi; HH Sheik Mohammed el-Nahyan; Mr. Peter Gent, Foreign Office; HH Sheik Hamdan Bin Mohammed el-Nahyan (front row, second from left) and members of the entourage.

LEBANON

Customs tariff

THE FOLLOWING amendment has been made to the Lebanese Customs Tariff:

Heading No.	Description	Basis for Collection	Normal Tariff
35.04	Peptones and other protein substances and their derivatives; hide powder, whether or not chromed	ad valorem	Free

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

Mr. K. D. Moles, of George Kent's exhibition department, left Southampton by lorry on October 18 for Le Havre by Thorensen's car ferry for a 2,400-mile exhibition tour. The lorry is loaded with two tons of products and exhibition equipment, and with the help of their overseas agents, Kent's will be putting up stands at private exhibitions in Spain and France and at the Instrumentation and Automation Fair in Milan.

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REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R1528 – 1534, published in the Republic of South Africa *Government Gazette* of October 7, amend the Republic's customs tariff as follows:

	I Tariff Heading	II Statistical Unit	III Rate of Duty General	IV Rate of Duty MFN	V Rate of Duty Preferential
R.1528 37.01	Photographic plates and film in the flat, sensitized, unexposed, of any material (excluding paper, paperboard or cloth):				
	By the substitution for sub-heading No. 37.01.10 of the following:				
	37.01.10 Radiographic film and plates .	lb.	Free		
R.1529 39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylene, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinylchloroacetate and other, polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):				
	39.02.80 Polyacrylic and polymethacrylic derivatives; acrylomethacrylic copolymers:				
	.10 Liquid or pasty . .	lb.	15%		
	.20 Blocks, lumps, powders and similar bulk forms .	lb.	Free		
	.90 Other	lb.	20%		
	By the insertion after sub-heading No. 39.02.80.20 of the following:				
	.30 Tubes, rods, sticks and profile shapes . . .	lb.	20%		
	40 Plates, sheets, strip, film and foil	lb.	20%		
R.1530 98.07	Date, sealing or numbering stamps, and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks:				
	By the insertion after sub-heading No. 98.07.10 of the following:				
	98.07.20 Numbering stamps . .	No.	5%		
R.1531 73.33	Needles for hand sewing (including embroidery), hand carpet needles and hand knitting needles, bodkins, crochet hooks, and the like, and embroidery stilettos, of iron or steel, including blanks:				
	By the substitution for sub-heading No. 73.33.10 of the following:				
	73.33.10 Hand sewing needles (household), including darning needles and embroidery needles; knitting needles; crochet hooks	lb.	Free		
R.1532 75.03	Wrought plates, sheets and strip, of nickel; nickel foil; nickel powders and flakes:				
	75.03.40 Powders and flakes . .	lb.	20%		
	By the substitution in sub-heading No. 75.03.40 for the rate of duty in Column III of the following . .		Free		
R.1533 87.03	By the substitution for the heading of tariff heading No. 87.03 of the following:				
	87,03 Special purpose motor lorries and vans (such as breakdown lorries, fire-engines, fire-escapes, road sweeper lorries, snow-ploughs, spraying lorries, crane lorries, searchlight lorries, mobile workshops and mobile radiological units), but excluding the motor vehicles of heading No. 87.02:				
	By the substitution for sub-heading No. 87.03.20 of the following:				
	87.03.20 Road sweeper lorries; street spraying lorries . . .	No.	Free		
R.1534 90.26	Gas, liquid and electricity supply or production meters; calibrating meters therefor:				
	By the substitution for sub-heading No. 90.26.60 of the following:				
	90.26.60 Water supply meters for use with piping with an inside diameter of more than 1 inch but not exceeding 6 inches .	No.	25%	—	20% (UK & Canada)
	90.26.70 Water supply meters for use with piping with an inside diameter of more than 6 inches	No.	5%		Free (UK & Canada)
90.29	Parts or accessories suitable for use solely or principally with one or more of the articles falling within heading No. 90.23, 90.24, 90.26, 90.27 or 90.28:				
	By the substitution for sub-heading No. 90.29.10 of the following:				
	90.29.10 Parts or accessories suitable for use with water supply meters for use with piping with an inside diameter not exceeding 6 inches	No.	25%	—	20% (UK & Canada)

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Dumping duty

Government Notice R1535, published in the Republic of South Africa *Government Gazette* of October 7, amends the Dumping Duties Schedule to the Customs and Excise Act, as follows:

I Item	II Tariff Heading and Description	III Rebate Items	IV Territories
206.03	By the substitution for paragraph (3) of tariff heading No. 30.04 of the following: (3) Plaster of Paris bandages; adhesive plasters (excluding adhesive corn plasters)	401	Denmark, France, UK, USA, W. Germany.

Note: The effect of this amendment is to exclude adhesive corn plasters from the provisions for ordinary anti-dumping duty.

Import Control 1967

TELEGRAPHIC ADVICE has been received from Pretoria of an announcement by the South African Minister of Economic Affairs that initial import facilities for 1967 for both categories of consumer goods, raw materials imported by merchants, textile piece-goods, rice, agricultural implements and office equipment would be the same as the initial 1966 permits. The Minister also stated that a sympathetic response would be made to importers who wished to obtain additional facilities for the purpose of increasing stocks of essential goods.

The initial 1966 allocations were as follows:

(1) Group A consumer goods – 50 per cent of an individual importer's actual importations in 1964.

(2) Group B consumer goods – 30 per cent of an importer's assessment basis.

(3) Raw materials imported by merchants – 75 per cent of permits issued in the first nine months of 1963.

(4) Textile piece-goods imported by merchants – 60 per cent of 1963 issues.

(4) Rice – 30 per cent of 1963 quotas.

(5) Agricultural implements – 75 per cent of permits for merchants issued in the first nine months of 1963.

(6) Office equipment – as for Group 4 (A) of consumer goods.

Customs tariff application

CUSTOMS TARIFF Application List No. 422, published in the Republic of South Africa *Government Gazette* No. 1569 of October 21 includes an application for an increase in duty on the following items from Free (United Kingdom) and 5 per cent *ad valorem* (General) to 25 per cent *ad valorem* (United Kingdom) and 30 per cent *ad valorem* (General):

1. Distribution switchboards with air-insulated, epoxy-resin insulated or compound-filled busbars – single or double busbars – complete or incomplete, assembled or unassembled, with or without circuit breakers, isolators and other auxiliary equipment,
2. Oil immersed circuit breakers,
3. Oil circuit-breaker closing mechanisms,
4. Oil immersed isolators,
5. Oil immersed switch/fuse units,
6. Ring main units, and
7. All component parts associated with the above assemblies, for voltage ratings up to 15,000 volts and for impulse ratings up to and including 105 kV, all for operation on systems having:
   - (a) Voltages between lines from 1,000 to 12,000 volts,
   - (b) Rupturing capacities up to and including 500 MVA at 11 kV, 350 MVA at 6.6 kV, 150 MVA at 3.3 kV and
   - (c) Current ratings up to 2,000 amps.

Those British trade organizations thought to be interested in the above application are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 2044/66.

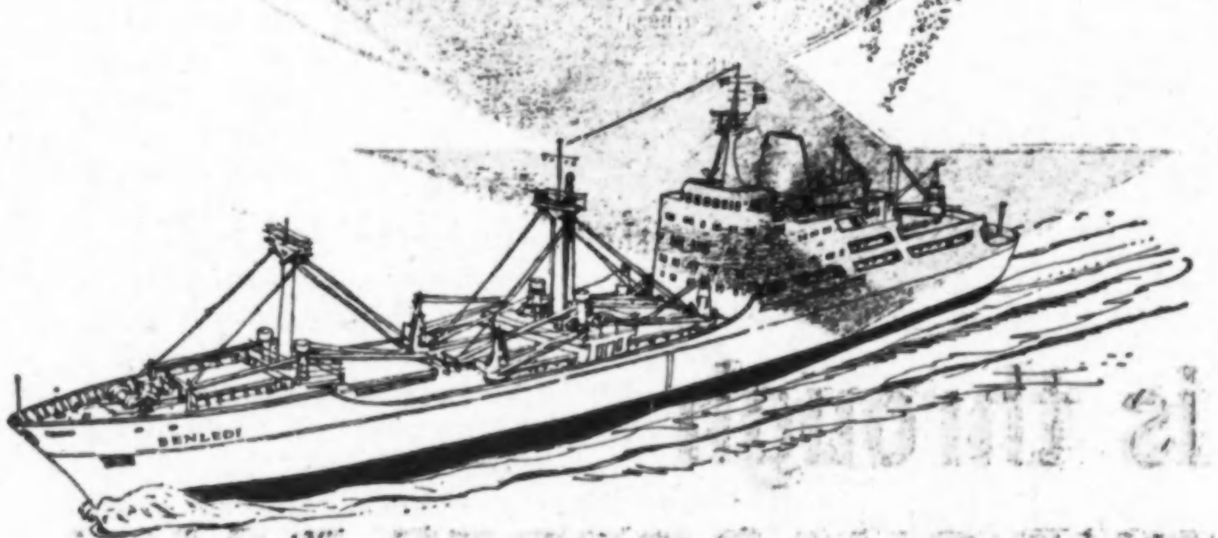
PAKISTAN

Import policy

THE PAKISTAN Chief Controller of Imports and Exports recently announced that tin, zinc and lead (including their alloys) are now importable on the Free List under cash on a worldwide basis. Formerly, the source of import of these commodities had been restricted to certain specified countries.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2277).

Mr. R. L. C. Todd, marketing manager for Atlas Lighting Products in the Far East, talking to Mr. Simon Sin-Ming Kwan of Hong Kong, and Mr. Edward Mills (centre) at the 'Hong Kong Exhibition' recently held at Selfridges, London. Mr. Kwan is this year's winner of the Atlas Lighting Awards to the top architectural student of Hong Kong University.



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The detailed programme and registration form are available now from A. W. PLATFORD, M.I.Ex., A.Inst.M.S.M., and application should be made as soon as possible. Hotel accommodation can be arranged if required.

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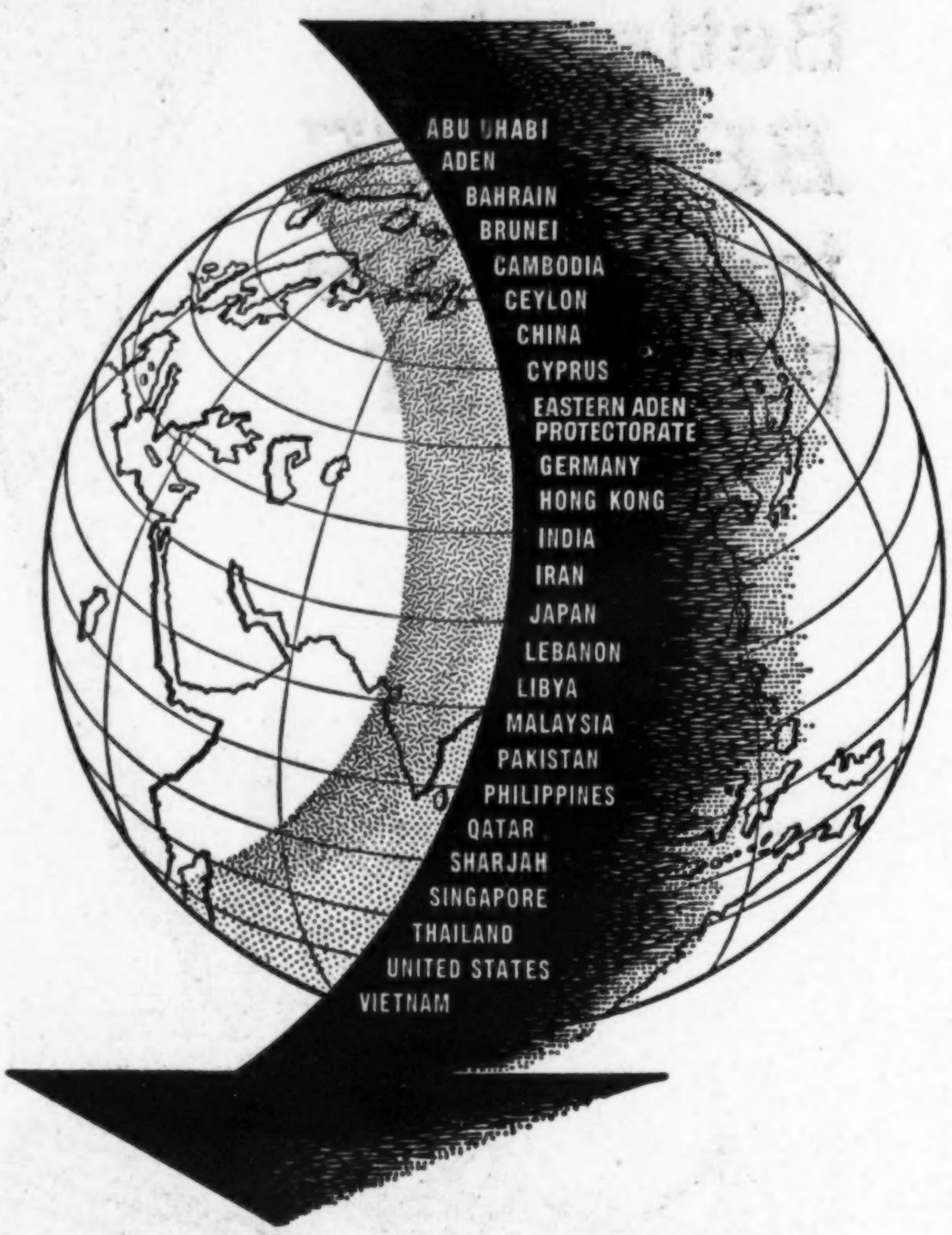

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THAILAND

Liberalization of imports

THE MINISTRY of Economic Affairs of the Government of Thailand will in future allow the following goods to be imported into Thailand without the requirement of an import permit since the import duty of these items has recently been raised to a level deemed to give adequate protection for local industry.

1. Meat, fresh and frozen.
2. Fresh fruits.
3. Coconut oil, groundnut oil, and palm oil.
4. Matches.
5. Toothpicks.
6. All kinds of mats.
7. Basketwork, and wickerwork.
8. Slippers and sandals.
9. Bamboo hats.
10. All kinds of fans.
11. Mortars, pestles and mills.
12. Iron or steel cut or fabricated into a plate, bowl, tray, spoon and plaque.
13. Iron pans.
14. Aluminium or copper ladles, spoons and forks.
15. All kinds of enamelled hardware.

SINGAPORE

Customs tariff changes

THE BOARD OF TRADE have received *Singapore Government Gazette* dated October 7, 1966, which notifies the following amendments to the Singapore customs tariff with effect from October 7, 1966:

Code No.	Description	Unit of Quantity	Full	Pref.
New item to be inserted:				
	Parts of accumulators:			
729 122-2	Plates	Value	25% or 10 cts. each whichever is the higher	25% or 10 cts. each whichever is the higher
Rates amended on following items:				
112 201	Cider and perry	Gallon	$7·60	$7·60
112 301	Beer and ale	Gallon	$7·60	$7·60
112 302	Stout and porter	Gallon	$7·60	$7·60
655 430	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	Sq. yd.	35%	35%
655 440	Textile fabrics coated or impregnated with oil or with preparations with a basis of drying oil . . .	Sq. yd.	35%	35%

Import licensing and quantitative restriction

THE BOARD OF TRADE has received Notice to Singapore Importers No. 44 which states that with effect from October 8, 1966, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department:

(a) Hydrochloric acid (TC 513 310).
(b) Washing and bleaching preparations not elsewhere specified packed for retail sale (TC 554 208).
(c) Washing and bleaching preparations not elsewhere specified (TC 554 209).
(d) Writing and drawing inks, including marking ink (TC 895 910).
(e) Haircream (TC 553 013).

A Notification published as a Supplement to the *Singapore*

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Government Gazette amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Imports of the following commodities are not subject to quantitative import restriction but to specific import licensing only:

Writing and drawing inks, including marking ink (TC 895 910).

The following goods are subject to import quota restriction based on an applicant's proved imports as shown against the respective goods:

Commodity	**Quota**
(i) Hydrochloric acid (TC 513 310) . . .	5% of 1965 imports
(ii) Washing and bleaching preparations not elsewhere specified packed for retail sale (TC 554 208) . . .	5% of 1965 imports
(iii) Washing and bleaching preparations not elsewhere specified (TC 554 209)	5% of 1965 imports
(iv) Haircream (TC 553 013)	100% of 1965 imports

Applications for import quotas must be supported by documentary evidence of imports for 1965. These documents should be accompanied by a detailed statement relating to such import. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1965 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

MALAYSIA

Tariff advisory board

THE BOARD OF TRADE have been informed by cable that the Malaysian Tariff Advisory Board are to hold a further series of public inquiries to consider what rates of import duty should be imposed on the following commodities:

Tariff Code No.	Description
656-610	Travelling rugs and blankets (wool).
656-620	Travelling rugs and blankets (cotton)
656-630	Travelling rugs and blankets (other).
724-101	Television broadcast receivers whether or not combined with sound receiver or gramophone, mains operated.
724-102	Television broadcast receivers whether or not combined with sound receiver or gramophone, battery operated.
725-011	Electric refrigerators, domestic type, not over 12 cubic feet.
725-012	Electric refrigerators, domestic type, over 12 cubic feet.
ex 725-018	parts for such refrigerators.
725-034	Ceiling fans.
725-035	Table fans.
725-036	Other fans for room ventilation.
725-037	parts for fans.
ex 899-339	Solid fuel in tablet form.

The Tariff Advisory Board also intends to review present rates of duty on tyres and tubes under the following tariff code numbers:

629 101; 629 102; 629 103; 629 104; 629 105; 629 106; 629 107; 629 108; 629 109; 629 110; 629 111; 629 112; 629 113; 629 114.

The Board will also inquire into the following goods to ascertain whether, if manufactured locally, they should be accorded duty-free movement within Malaysia. At present they are excluded from exemption from import duty under the Customs Duties (Exemption) (Goods of Malaysian Origin) Orders, 1966:

Samsoo, including medicated Samsoo	Tariff Code No. 112 411
Other spirituous beverages	Tariff Code No. 112 418
Cigarettes	Tariff Code No. 122 201

Travelling rugs and blankets, television sets and table fans have been placed under import licensing control in the States of Malaya, including Penang Island, Sabah, including Labuan, and Sarawak.

Persons who propose to give evidence in respect of any of the above commodities should, as soon as possible, inform the Tariff Advisory Board (6th Floor, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, Malaysia) of their intentions and the capacity in which they wish to appear, and nine typewritten copies of evidence should be forwarded to the Board not later than November 10, 1966.

SOUTH VIETNAM

Liberalization of imports

IT HAS BEEN reported by HM Embassy in Saigon that on September 23 the Ministry of National Economy placed the following commodities under Open General Licence. Import licences will now be granted for a minimum value of $3,000 and not $5,000 as before.

Preparations from rice and other grain, edible.
Edible vegetable oil. Margarine.
Sweets. (The import of glucose is banned as from August 18, 1966).
Canned meats.
Dairy products.
Fish, oysters, shell-fish (including canned fish).
Seeds.
Vegetables; fresh, dry and canned.
Seasoning and spice. Prepared complete foods. Fruit, fresh, dry and canned.
Beverages.
Yeast.
Tin.
Zinc.
Miscellaneous metals.
Packed pharmaceutical preparations.
Pharmaceutical raw materials, essential substances.
Pharmaceutical raw materials, secondary substances.
'Guigoz' powdered milk.
Essential oils.
'Formica'.
PVC products.
Truck engines.
Motor vehicle parts.
Motor vehicle tyres and tubes under 15kg.
Tyres and tubes for 2- and 3-wheeled vehicles.
Spare parts for motorized-cycles, scooters and motorized tricycles.
Bicycle spare parts.
Domestic electrical appliances and parts.
Refrigerators.
Air-conditioners.
Office machinery and appliances.
Tractor spare parts.
All kinds of textile fabrics (with the exception of those the imports of which are banned).
Cigarette paper.
'Renshi' paper.
Tissue paper. Cellophane paper.
Other kinds of paper.
Paperboard.
Plywood.
Miscellaneous office supplies.
Crystal and glass products.
Clay products (chinaware, earthenware, etc.).
Other non-metallic mineral products.
Iron and steel finished products.
Radio and TV receivers wholly assembled.
Radio and TV spare parts.
Parts for the assembly of radio receivers.
Record players, tape-recorders, microphones, etc.
Musical instruments.
Movie and still photography equipment.
Movie and still photography film and paper.
Motion pictures.
Watches and clocks (wholly assembled and parts).
Sporting goods.
Sundry goods and bazaar articles.
Accessories and parts for industrial machinery.
Spectacle lenses.
Spectacle frames and parts.

Further details regarding periods during which applications for import licences must be presented can be obtained from Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 480).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller Information is provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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AUSTRALIA

Tariff changes

CHANGES HAVE been made in the Australian Customs Tariff affecting the rates of duty payable on (a) footwear, (b) vanillin and ethyl vanillin and (c) candles, tapers, night lights and the like.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468) as soon as these are received.

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **Cutlery and Knives,** tariff items 71.13.1, 71.13.2, 82.09, 82.10, 82.13.3, 82.13.4, 82.13.9 and 82.14.

This reference is of Departmental origin.

Details of the above-mentioned tariff items are obtainable from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 9.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2013/66.

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **ethyl acetates** tariff item 29.14.33 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than November 14.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 2024/66.

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AUSTRALIA, *continued*

Tariff changes (including temporary duties)

DETAILS are given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on October 12. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
04.05	Birds' eggs and yolks, fresh, dried or otherwise preserved, sweetened or not:				
04.05.200	Dried	$0·167 per lb. Primage 10%	$0·10 per lb. Primage 5%	$0·075 per lb.	$0·075 per lb.
	After Note 1 to Chapter 16, insert the following note: 2. *In paragraph* 16.04.91 *and sub-paragraphs* 16.05.911 *and* 16.05.912 *a reference to weight in column 3 or 4 means a reference to the total weight of the cans, bottles, jars or similar containers.*				
16.04	Prepared or preserved fish, including caviar and caviar substitutes:				
16.04.9	Other:				
16.04.91	Packed in air-tight cans, bottles, jars or similar containers:				
16.04.911	Salmon	An amount per pound calculated by reference to the total weight of contents, equal to the sum of $0·012 and two-thirds of the amount by which the f.o.b. price per pound calculated by reference to the total weight of contents, is less than $0·45	An amount per pound calculated by reference to the total weight of contents, equal to two-thirds of the amount by which the f.o.b. price per pound calculated by reference to the the total weight of contents is less than $0·45	$0·012 per lb.; and per lb., 66⅔% of the amount, if any, by which the f.o.b. price per lb. is less than $0·45	Free; and per lb., 66⅔% of the amount, if any, by which the f.o.b. price per lb. is less than $0·45
16.04.912	Tuna	$0·133 per lb. calculated by reference to the total weight of contents	$0·117 per lb. calculated by reference to the total weight of contents	$0·133 per lb.	$0·117 per lb.
16.04.913	Sardines, sild, brisling and similar small immature fish	$0·008 per lb. calculated by reference to the total weight of contents	Free	$0·008 per lb.	Free
16.04.914	Cutlets, chunks, flakes or solid pack, other than of salmon or tuna	$0·075 per lb. calculated by reference to the total weight of contents	$0·058 per lb. calculated by reference to the total weight of contents	$0·075 per lb.	$0·058 per lb.
16.04.919	Other	$0·017 per lb. calculated by reference to the total weight of contents	Free	$0·017 per lb.	Free
16.05	Crustaceans and molluscs, prepared or preserved:				
16.05.9	Other:				
16.05.91	Packed in air-tight cans, bottles, jars or similar containers:				
16.05.911	Crustaceans	$0·025 per lb. calculated by reference to the total weight of contents	Free	$0·025 per lb.	Free
16.05.912	Molluscs	$0·017 per lb. calculated by reference to the total weight of contents	Free	$0·017 per lb.	Free
21.04	Sauces; mixed condiments and mixed seasonings:				
21.04.900	[Other]	30% Primage 10%	12½% primage 5%	No change (Under new item 21.04.990) Free (Under new item 21.04.910)	 Free
21.04.9	*Other:*				
21.04.910	*With a basis of sodium hydrogen glutamate*	30% Primage 10% (Under former item 21.04.900)	12½% Primage 5%	Free	Free
21.04.990	*Other*	No change (Under former item 21.04.900)		30% Primage 10%	12½% Primage 5%
25.32.000	[Strontianite (whether or not calcined), other than strontium oxide; mineral substances not falling within any other item; broken pottery]	Free	Free	No change (Under new item 25.32.900) 17½% (Under new item 25.32.100)	 5%
25.32	*Strontianite (whether or not calcined), other than strontium oxide; mineral substances not falling within any other item; broken pottery:*				
25.32.100	*Pyrolusite*	Free (Under former item 25.32.000)	Free	17½%	5%
25.32.900	*Other*	No change (Under former item 25.32.000)		Free	Free
30.04	Wadding, gauze, bandages, [dressings, adhesive plasters, poultices] and similar articles, impregnated or coated with pharmaceutical substances or put up in retail packs for medical or surgical purposes, other than goods referred to in a paragraph of note 3 to this Chapter.				

(*Continued on next page*)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
38.01	Artificial graphite; colloidal graphite, other than suspensions in oil:				
	New sub-item				
38.01.200	*Of a kind used solely or principally for non-electrical purposes, not being goods falling within sub-item* 38.01.1	27½% (Under former item 38.01.900)	17½%	Free	Free
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:				
38.19.2	Piezo-electric crystals; carbon blocks, plates, bars and similar semi-manufactures, of metallo-graphitic or other grades; carbonaceous pastes for electrodes:				
	New paragraph				
38.19.230	*Of carbon or graphite, being goods of a kind used solely or principally for non-electrical purposes*	27½% (Under former item 38.19.290)	17½%	Free	Free
38.19.3	Refractory cements and castables; case-hardening preparations; preparations for water-proofing cement; stencil correctors put up in packs for sale by retail; lignin derivatives; seger cones and other fusible ceramic firing testers; organic derivatives of clay derivatives of clay minerals*; enzymatic preparations;*				
38.19.350	[Lignin derivatives; seger cones and other fusible ceramic firing testers; organic derivatives of clay minerals]	Free	Free	No change (Under new item 38.19.350)	
38.19.350	*Lignin derivatives; seger cones and other fusible ceramic firing testers; organic derivatives of clay minerals; enzymatic preparations*	No change (Under former item 38.19.350) 30% (Under former item 38.19.520)	12½%	Free	Free
38.19.5	Gum mixtures for use in the manufacture of chewing gum and chewing gum confectionery; preservatives and other preparations for addition to food or drink:				
38.19.520	[Preservatives and other preparations for addition to food or drink]	30%	12½%	No change (Under new item 38.19.520)	
38.19.520	*Food preservatives*	No change (Under former item 38.19.520)		30%	12½%
40.09	Piping and tubing, of unhardened vulcanized rubber:				
	New sub-item				
40.09.200	*Vacuum cleaner parts*	40% (Under former item 40.09.990)	22½%	35%	20%
40.13	Articles of apparel and clothing accessories (including gloves), for all purposes, of unhardened vulcanized rubber:				
40.13.2	Gloves, mittens and mitts:				
	New paragraph				
40.13.220	*Gloves of a kind used solely or principally in conjunction with diving dress*	47½% Primate 10% (Under former item 40.13.290)	22½% Primate 5%	7½%	Free
48.20	Bobbins, spools, cops and similar supports of paper pulp, paper or paperboard (whether or not perforated or hardened):				
48.20.100	[Cones; parallel spinning tubes as used in the production or further processing of nylon or acetate yarns	$0·058 per lb.	$0·042 per lb.	No change (Under new item 48.20.110)	
48.20.900	Other]	$0·017 per lb.	Free	No change (Under new item 48.20.190) 50% Primage 10% (Under new item 48.20.900)	27½% Primage 5%
48.20.1	*Of a kind used solely or principally in the textile industry:*				
48.20.110	*Cones; parallel spinning tubes of a kind commonly used in the production or further processing of man-made fibre yarns*	No change (Under former item 48.20.100)		$0·058 per lb.	$0·042 per lb.
48.20.190	*Other*	No change (Under former item 48.20.900)		$0·017 per lb.	Free
48.20.900	*Other*	$0·017 per lb. (Under former item 48.20.900)	Free	50% Primage 10%	27½% Primage 5%
48.21.200	[Printed cards for statistical machines; paper patterns; paper patty pans and like paper containers of all sizes and paper chocolate cups, including the weight of the immediate containing cartons]	57½%, or, if higher, $0·137 per lb. Primage 5%	22½%, or, if higher, $0·075 per lb.	No change (Under new item 48.21.200)	
48.21.200	*Printed cards; paper patterns; paper patty pans and like paper containers of all sizes and paper chocolate cups, including the weight of the immediate containing cartons*	No change (Under former item 48.21.200) 50% Primage 10% (Under former item 48.21.900)	27½% Primage 5%	57½%, or, if higher, $0·137 per lb. Primage 5%	22½%, or, if higher, $0·075 per lb.
	In sub-note (1.) *of note* 8 *to Division XI, after 'shall' first time occurring, insert, ', unless the context of that sub-item, paragraph or sub-paragraph otherwise requires,'.*				
58.05	Narrow woven fabrics, and narrow fabrics consisting of warp without weft assembled by means of an adhesive [(that is to say, Bolduc)] other than goods falling within item 58.06:				
59.17	Textile fabrics and textile articles, of a kind commonly used in machinery or plant:				
59.17.9	Other:				
59.17.92	[Bags for vacuum cleaners:				
59.17.921	Of a kind commonly used with vacuum cleaners falling within item 85.06.	35%	20%	No change (Under new item 59.17.929)	
59.17.929	Other]	17½%	Free	No change (Under new item 59.17.921)	
59.17.92	*Vacuum cleaner parts:*				
59.17.921	*Of a kind used solely or principally with vacuum cleaners of a kind falling within paragraph* 84.59.42	No change (Under former item 59.17.929) 52½% Primage 10% (Under former item 59.17.991)	27½% Primage 5%	17½%	Free
59.17.929	*Other*	No change (Under former item 59.17.921) 42½% Primage 10% (Under former item 59.17.999)	20% Primage 5%	35%	20%
64.01	Footwear with outer soles and uppers of rubber or artificial plastic material:				
	New sub-item				
64.01.400	*Waterproof and of a kind used solely or principally in conjunction with diving dress*	17½% and $0·55 per pair (Under former item 64.01.210)	$0·55 per pair	7½%	Free
65.06	Other headgear, whether or not lined or trimmed:				
65.05.100	[Bathing or shower caps and hats; firemen's helmets; miners' hats; safety helmets]	7½%	Free	No change (Under new item 65.06.100)	

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
65.06.100	*Bathing or shower headgear; firemen's headgear; miners' hats; safety headgear; headgear of a kind used solely or principally in conjunction with diving dress*	No change (Under former item 65.06.100) 40%, or, if higher, $4·50 per doz. (Under former item 65.06.990)	22½%, or, if higher, $2·50 per doz.	7½%	Free
68.02	Worked monumental or building stone, and goods made thereof (including mosaic cubes), other than goods falling within item 68.01 or within an item in Chapter 69:				
	New sub-item				
68.02.400	*Granules, chippings and powder*	45% (Under former item 68.02.910) 57½% Primage 10% (Under former item 68.02.990)	30% 32½% Primage 5%	Free	Free
73.38	Goods of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use, and parts therefor, of iron or steel:				
73.38.400	[Furniture and parts therefor]	45%	17½%	No change (Under new item 73.38.400)	
73.38.400	*Furniture and parts therefor; stationery and parts therefor*	No change (Under former item 73.38.400) 55% Primage 5% (Under former item 73.38.929)	27½%	45%	17½%
73.40	Other goods made of iron or steel:				
73.40.9	Other:				
73.40.920	[Travel goods, handbags, wallets, vanity compacts and similar goods and parts therefor; turnbuckles and parts therefor]	45%	17½%	No change (Under new item 73.40.920)	
73.40.920	*Travel goods, handbags, wallets, vanity compacts and similar goods and parts therefor; furniture and parts therefor; turnbuckles and parts therefor; stationery and parts therefor*	No change (Under former item 73.40.920) 55% Primage 5% (Under former item 73.40.999)	27½%	45%	17½%
82.08	Coffee-mills, mincers, juice-extractors and other mechanical appliances of a weight not exceeding 10 kilogrammes (22·046 lb.), of a kind used for domestic purposes in the preparation, serving or conditioning of food or drink:				
82.08.100	Hand operated food mincers and choppers *including macaroni and spaghetti cutters and the like*	12½%	Free	No change	
83.01	Locks and padlocks (whether key, combination or electrically operated), and parts therefor, of base metal; frames incorporating locks, for handbags, trunks or the like, and parts for such frames, of base metal; keys for any of the foregoing goods, whether finished or not, of base metal:				
83.01.9	[Other:				
83.01.910	Wholly of malleable cast iron	42½%, or, if higher, 2¼d. per lb. Primage 10%	17½%, or, if higher, 1¼d. per lb. Primage 5%	55% Primage 5% (Under new item 83.01.900)	27½%
83.01.920	Wholly of brass, bronze or gunmetal	50%	27½%		
83.01.990	Other]	55% Primage 5%	27½%		
83.01.900	*Other*	Various (Under former items 83.01.910, 920 and 990)		55% Primage 5%	27½%
	After note 9 to Chapter 84 insert the following note: 10. *The following goods are specified for the purposes of sub-paragraphs* 84.45.212 *and* 84.45.213, *that is to say, goods that:* (*a*) *were in transit to Australia on September* 16, 1966*; and* (*b*) *are entered for home consumption within* 21 *days after importation.*				
84.10	Pumps (including motor pumps and turbo pumps) for liquids whether or not fitted with measuring devices; liquid elevators of the bucket, chain, screw or band kind or of a similar kind:				
84.10.500	[Fuel injection pumps for compression ignition engines]	7½%	Free	No change (Under new item 84.10.500)	
84.10.500	*Fuel pumps of a kind used solely or principally with compressed ignition engines*	No change (Under former item 84.10.500) 35% (Under former items 84.10.911 and 912)	27½%	7½%	Free
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors, not being machinery falling within item 84.23:				
84.22.2	Chain hoists and chain pulley tackle:				
84.22.21	[Manually operated:				
84.22.211	Lever type	25%	15%	No change (Under new item 84.22.210)	
84.22.212	Spur gear type, not being goods falling within sub-paragraph 84.22.211	45%	27½%	No change (Under new item 84.22.220)	
84.22.220	Spur gear type, electrically powered]	45%	27½%		
84.22.210	*Manually operated lever type*	No change (Under former item 84.22.211)		25%	15%
84.22.220	*Spur gear type, manually or electrically operated, not being goods falling within paragraph* 84.22.21	No change (Under former items 84.22.212 and 220)		45%	27½%
84.28	Other agricultural, horticultural, poultry-keeping and bee-keeping machinery; germination plant fitted with mechanical or thermal equipment; poultry incubators and brooders:				
84.28.900	[Other]	55%	27½%	No change (Under new item 84.28.910) 27½ Primage 10% (Under new item 84.28.990)	5% Primage 5%
84.28.9	*Other:*				
84.28.910	*Bee-keeping machinery; poultry-keeping machinery*	No change (Under former item 84.28.900)		55%	27½%
84.28.990	*Other*	55% (Under former item 84.28.900)	27½%	27½% Primage 10%	5% Primage 5%
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within item 84.49 or 84.50:				
84.45.2	Sawing or filing machines; shaping, slotting, shaving or planing machines; grinding, honing, lapping or polishing machines:				
84.45.21	Sawing or filing machines:				

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
84.45.211	[Hacksawing machines, single blade	40%	27½%	No change (Under new item 84.45.211)	
84.45.212	Band sawing machines	40%	27½%		
84.45.213	Filing machines	40%	27½%		
84.45.214	Abrasive cutting off machines, with diameter of cutting wheel not exceeding 24 inches]	40%	27½%		
84.45.211	*Hack sawing machines, single blade; band sawing machines; filing machines; abrasive cutting off machines, with diameter of cutting wheel not exceeding 24 inches*	No change (Under former items 84.45.211; 212; 213; 214)		40%	27½%
84.45.212	*Friction circular sawing machines not being abrasive cutting machines*	7½% (Under former item 84.45.219)	Free	7½%, and, except in respect of goods specified in note 10 to this Chapter, a temporary duty of 32½%; less 2½% for each $5 by which the f.o.b. price of the machine exceeds $550	Free, and, except in respect of goods specified in note 10 to this Chapter, a temporary duty of 27½%; less 2½% for each $5 by which the f.o.b. price of the machine exceeds $550
84.45.213	Circular sawing machines, not being abrasive cutting machines and not falling within a preceding sub-paragraph in this paragraph	7½% (Under former item 84.45.219)	Free	7½%, and, except in respect of goods specified in note 10 to this Chapter, a temporary duty of 32½%; less 2½% for each $5 by which the f.o.b. price of the machine exceeds $300	Free, and, except in respect of goods specified in note 10 to this Chapter, a temporary duty of 27½%; less 2½% for each $5 by which the f.o.b. price of the machine exceeds $300
84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves:				
84.61.300	[Steam traps]	7½%	Free	No change (Under new item 84.61.300)	
84.61.300	*Steam traps; valves of a kind designed for the automatic control of temperature, humidity, pressure, vacuum or rate of flow, not being valves falling within sub-item* 84.61.2 *or* 84.61.5 *or valves of the ON-OFF kind*	No change (Under former item 84.61.300) 55% Primage 5% (Under former item 84.61.990)	27½%	7½%	Free
85.08	Electrical starting and ignition equipment for internal combustion engines (including ignition magnetos, magneto-dynamos, ignition coils, starter motors, sparking plugs and glow plugs); dynamos and cut-outs for use in conjunction therewith:				
85.08.900	Other	45%	22½%	40%	22½%
85.10	Portable electric battery and magneto lamps, other than lamps falling within item 85.09:				
85.10.200	Magneto lamps; lanterns and lamps designed to produce solely omnidirectional light rays; *lamps of a kind commonly carried on the person otherwise than in the hand, being lamps having no compartment for the insertion of batteries*	No change 55% (Under former item 85.10.990)	10%	45%	5%
90.24	Instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases, or for automatically controlling temperature (including pressure gauges, thermostats, level gauges, flow meters, heat meters and automatic overdraught regulators), not falling within item 90.14:				
90.24.9	Other:				
90.24.99	[Other:				
90.24.991	Wholly of brass, bronze or gunmetal	50%	27½%	55% Primage 5% (Under new item 90.24.990)	27½%
90.24.999	Other]	55% Primage 5%	27½%		
90.24.990	*Other*	No change (Under former item 90.24.999) 50% (Under former item 90.24.991)	27½%	55% Primage 5%	27½%
93.04	Other firearms (including Very light pistols, pistols and revolvers for firing blank ammunition only, line-throwing guns and the like): *New sub-item*				
93.04.400	*Bird scarers*	7½% (Under former item 93.04.910)	Free	55%	27½%
94.03	Other furniture and parts therefor: *New sub-item*				
94.03.300	*Cabinets and trays designed for storing microscope slides*	42½% (Under former item 94.03.900)	17½%	7½%	Free
96.02	Other brooms and brushes (including brushes of a kind used as parts for machines); paint rollers; squeegees (other than roller squeegees) and mops:				
96.02.1	Brushes: *New paragraph*				
96.02.16	*Being vacuum cleaner parts:*				
96.02.161	*Of a kind used solely or principally with vacuum cleaners of a kind falling within paragraph* 84.59.42)	35% (Under former item 96.02.190)	17½%	17½%	Free
96.02.169	*Other*			35%	20%
98.07.000	[Date, sealing and similar stamps, designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks]	45% Primage 5%, other than date stamps, sealing stamps and similar stamps	17½%	No change (Under new item 98.07.000)	
98.07.000	*Date, sealing or numbering stamps, and the like (including devices for printing or embossing labels), designed for operating in the hand; hand-operated composing sticks and hand printing sets incorporating such composing sticks*	No change (Under former item 98.07.000)		45% Primage 5%, other than date stamps, sealing stamps and similar stamps	17½%

UNITED STATES

Textile fibre products

A NOTICE in the *Board of Trade Journal* for August 19, gave details of a proposed amendment by the United States Federal Trade Commission, of Rule 10 of the Rules and Regulations under the Textile Fibre Products Identification Act.

The proposed amendment would add a new paragraph which would specify the manner and form of disclosing the required fibre content information of textile fibre products which contain two or more chemically distinct manufactured fibres, the components of which are blended or combined at or prior to the time of initial extrusion or fibre formation.

This proposed rule making has now been suspended pending further orders by the Commission.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

CANADA

Made in Canada rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian Customs purposes.

Of a class or kind 'not made in Canada':

Planing machines designed for working metal with the exception of open side planing machines having a maximum planing width of 36 in. or less.

(Ruling effective October 17, 1966).

Note:

Open side planing machines designed for working metal having a maximum planing width of 36 in. or less were previously ruled to be of a class or kind not made in Canada.

Of 'a class or kind made in Canada':

Diamond segmented saw blades and diamond tipped core drill

(Continued on next page)

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CANADA, *continued*

diamond dust or bort brazed to or imbedded in the cutting edges.

(Ruling effective November 17, 1966).

The above rulings are contained in Canadian Department of National Revenue Memorandums D51-11-1 and D51-16-1 dated October 17, 1966.

Of 'a class or kind made in Canada':

Machines commonly known as convertible power cranes or shovels with nominal dipper capacities as shovels from ⅜ to 4 cubic yards inclusive and machines commonly known as revolving power cranes, truck or wagon mounted with maximum rated lifting capacities of 10 to 60 tons inclusive.

(Ruling effective November 18, 1966).

The above information is contained in Canadian Department of National Revenue Memoradum D51-21-1.

Notes:

(1) Convertible power cranes or shovels with nominal dipper capacities as shovels from ⅜ to 3 cubic yards inclusive and revolving power cranes, truck or wagon mounted with maximum rated lifting capacities of 10 to 60 tons inclusive have previously been ruled as a class or kind made in Canada. The usual 30 days notice does not apply to equipment previously made in Canada.

(2) Attention is drawn to tariff items 42704-1 and 42705-1.

(3) When this ruling becomes effective the reference to such equipment in Memorandum D51-21 dated August 15, 1966 will be superseded.

Amendment to 'Made in Canada' ruling published in the *Board of Trade Journal* dated October 14, 1966. Please note that footnote '‡ ‡ When for use other than in the production of food products for human consumption' also applies to the following items.

Vitamin A acetate
Vitamin A palmitate.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5 30 p.m.

BRAZIL

Surcharge on financial transfers

HM EMBASSY at Rio de Janeiro has reported that by Central Bank Resolution No. 37 of September 23 the surcharges of 15 per cent and 10 per cent on financial transfers abroad have been abolished. This measure will benefit all exchange operations with effect from September 24.

GUATEMALA

Consular legalization of shipping documents

HM CONSULATE at Guatemala City has reported that following a recent Government Order fines will no longer be levied for the non-legalization of the bill of lading and the commercial invoice in cases where there is no Guatemalan diplomatic or consular representative in the country from which the goods are shipped.

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN MINISTER of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Household electrical appliances, utensils and equipment of pressed or otherwise fabricated sheet metals heated by built-in electric elements.

'Approved manufacturers' of these products will enjoy income

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Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law:

Dry cell batteries.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated March 25, 1966, page 696.

Export Industries Encouragement Law, 1956

The Jamaican Minister of Trade and Industry is also considering whether the following products should be declared 'approved products' for the purposes of the above law.

Coin operated amusement machines; cigar wrappers.

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials, etc. and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2627.)

DOMINICAN REPUBLIC

Restrictions on the allocation of foreign exchange

HM EMBASSY in Santo Domingo report that on August 25, 1966, the 'Junta Monetaria' adopted the resolution to extend the range of imports on which Letters of Credit must be opened with the Central Bank at the time an order is placed (*Board of Trade Journal* of January 14, 1966 (page 101), August 26, 1966 (page 556) and of September 23, 1966 (page 765)).

1. The following products are added to the list:

Alcoholates, lotions, Eau de Cologne, perfumes, extracts and essences.

Shoe polish.

Gramophone records, except any kind of recording of classical music and educational recordings.

Face and talcum powder, lipstick, nail varnish, deodorants, face creams, brilliantine, fixers.

Furniture of all kinds.

Motor car batteries.

Manufactured articles of hides and skins.

Mirrors, except as parts of instruments.

Soaps of any type, including detergents, except medicinal soaps.

Lamps of any type, except for surgeons and dentists.

Doors, blinds, shutters, windows, aluminium frames and metal awnings.

Paints, enamels and varnishes.

Salt.

Plastic and rubber heels.

Candles and 'velones' (metal oil-burning lamps).

Footwear of all kinds.

Articles of plastic material such as covers, plates, cups, glasses, hoses, piping, feeding bottles, vases, water flasks, bottles, sandals, shoes and tiles.

Fresh vegetables of all kinds.

Preserved vegetables of all kinds, excluding preserved foods for children.

Edible oils of all kinds.

Olives and capers, except in wooden containers.

Tiles or slabs of alabaster, marble, onyx, jasper, etc.; of unspecified stone, natural or artificial; of slate or of other stone, for billiard or pool ('piña') tables; of glass, in any form, rough, smooth or ribbed, mounted or not in iron or other frames, for flooring or roofing.

Articles of faience and pottery falling under Item 54 of the Tariff.

Tableware of silver, platinum or porcelain.

Billiard tables and parts and accessories for billiards.

Balls for billiards, pool ('piña') or similar games, of ivory, amber, jet, coral, horn, bone, hoff, whalebone, vegetable ivory, paste and celluloid.

Juke boxes and similar equipment operated mechanically by inserting coins.

Frames and beds, except those with variable position for invalids.

Mattresses and quilts of any kind, pillows, bolsters and braid.

Confectionery of all kinds.

Artificial flowers of any type.

Fruit juices, pastes, vegetable sauses and jam and marmalade and fruit jelly.

Biscuits of all types.

Butter and oleomargarine.

Spaghetti, vermicelli and the like.

Cheese of any type.

Plastic combs.

Alcoholic beverages, including spirits and liqueurs, wines and beer, falling under Items, 985, 986, 988, 989, 991, 992, 994, 996 and 998 of Article 9 of the Tariff Law.

Sausages, mortadella, hams, crackling, smoked ribs and chops, smoked pork sausage and salted chops.

Fresh fruit of all kinds.

Preserved fruit of all kinds, except foodstuffs for children.

Transmission equipment, record players, sound recorders of all kinds and accessories therefor.

Photographic and cinematographic apparatus of all kinds and accessories therefor.

Watches and clocks of all kinds, with the exception of alarm clocks.

Precious and semi-precious stones, pearls of all kinds.

Cement for footwear.

2. By the same resolution goods falling under items 408 and 409 of the Customs Tariff, i.e. spun cotton and single or two-ply threads or yarns, bleached, unbleached, dyed, coloured or partly dyed; spun cotton and three or more ply threads or yarns, bleached, unbleached, dyed, coloured or partly dyed, which the Junta Monetaria added to the list on July 21, 1966 (*Board of Trade Journal* of August 26, 1966) no longer require to be imported on the basis of a Letter of Credit.

(*Continued on page* 1095)

TANKER VESSELS FOR TRINIDAD

A ceremony unique in the mercantile marine history of Trinidad and Tobago took place at Furness-Smiths Dock (Trinidad) Ltd. at Port Chaguaramas recently. Two vessels, the 'Texaco Carite' and the 'Texaco Cavalli', built for Texaco Trinidad Inc., were launched simultaneously by Mrs. H. W. Macnaughton-Jones, wife of the chairman of the owners' board of directors. Both launches are powered by Thornycroft type 400 normally aspirated marine engines rated at 105 s.h.p. On trials the craft, which are 35 ft. long with a beam of 11 ft. 6 in. and a draft of 4 ft., attained a speed of 9 knots. The launches will be used by mooring crews who assist in berthing oil tankers at Texaco's port at Pointe-a-Pierre, one of the world's largest tanker ports. Photograph shows the 'Texaco Carite' during a trial run.

Patent Office publications: a valuable source of information

SPECIFICATIONS and abridgments published by the Patent Office provide a valuable source of information to all sections of industry wishing to keep in touch with the latest developments. These publications may be examined free of charge in the National Reference Library of Science and Invention (Holborn Division – in the Patent Office building), or supplied as required at the prices shown below. The Patent Office also provides other services associated with the selection and supply of information about inventions.

Every application for a patent must be accompanied by a specification which fully describes the invention and states clearly what is the monopoly claimed. After thorough examination within the Patent Office, including an investigation to test the novelty of the invention, specifications found acceptable are published at a standard price of 4s. 6d.

Abridgments of the specifications, prepared by the Patent Examiner, are also published in 25 groups, each of which covers a major field of manufacture. One bound volume of abridgments for each group is published at intervals of eight months (representing a complete series of 25,000 published specifications). These volumes are available at £6 12s. 6d. each, or £155 for the complete set. From early December 1966 abridgments will be published weekly in pamphlet form, one pamphlet for each of the 25 groups. The pamphlets will be available within the seven days following the publication of the specifications to which they relate, and subscribers to this service (same price as for the complete volumes) will thus be kept right up to date with accepted specifications.

In order to facilitate the study of specifications relating to a particular subject, a detailed classification system is employed. The complete classification key which sets out this system is made up of 25 group units, each corresponding to one abridgment group, and each of these units is sub-divided through several levels of fineness. The result is a schedule composed of about 40,000 subdivisions under one or more of which every specification is indexed, and this index is printed on all specifications. Lists showing numbers of all specifications since 1911 indexed under any one of the sub-divisions, or under a combination of sub-divisions in certain fields of manufacture, may be obtained for prices ranging from £1 1s. to £5 5s. The appropriate unit of the key is bound into each abridgment volume and is associated with a subject-matter index to form a guide to the abridgments in that volume. The classification key itself may be purchased at 6s. 9d. per group unit or £8 for the complete set of 25 units. In order to help in locating subjects in the classification key, a reference index is available at £7 7s. This contains an alphabetical list of catchwords which relate to all aspects of inventive art, and indicates the part of the key under which relevant subject matter is classified.

As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the clessification key. The only charge made is that for the specifications so supplied.

The *Official Journal* (*Patents*) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 8s. each, and the annual subscription is £20 15s.

All of the above publications are available, post free, from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, who will also be glad to give advice. Current specifications are also available at the Sales Counter, Patent Office, 25 Southampton Buildings, London, W.C.2.

BRITISH PIPELINE PROTECTION FOR TURKEY

British experts have been called in by a three-nations consortium to advise on the anti-corrosion requirements of Turkey's largest crude oil pipeline. Three men from the Rank Organisation's Solus-Schall International Inspection Service will spend two months in the rugged mountainous territory of East Turkey to gather information for the cathodic protection of the 495 kilometre pipeline from Batman to Iskenderun. The picture shows the Solus-Schall experts, who will travel overland to Turkey by Landrover with a caravan in tow, discussing their route.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of October 7 issue.

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INVICTA PLASTICS LIMITED

Mr. T. O. Marsden, manager of the educational division of Invicta Plastics Limited, Oadby, Leicester, supervises the despatch of educational aids to their agents, Verlag Herder of Freiburg/im Breisgau, West Germany. The Leicester company exhibited at this year's Educational Materials Fair in Basle when a number of European agents were appointed. Since then Invicta Educational Aids, designed for use in infant, junior and secondary schools, have been enjoying a wide sale on the Continent.

DOMINICAN REPUBLIC, *continued*

Import duty deposit

HM EMBASSY in Santo Domingo report that Law No. 239 of July 6, 1966, requires importers to make prior deposits with the Customs authorities of a sum equivalent to 80 per cent of import duties and all other charges on the following products, payable before Letters of Credit are opened:

(a) All goods referred to in the above notice, 'Restrictions on the allocation of foreign exchange', whose import may only be effected on a Letter of Credit basis.

(b) Television sets, radio receivers, ice-boxes, freezers, refrigerators, air conditioners, electric stoves, liquefiers, beaters, toasters, washing machines and other similar equipment.

(c) Made-up clothing for men, women and children, including under-clothing, petticoats, pyjamas, shirts, blouses, trousers, skirts, ties, dresses, suits, stockings, socks, handkerchiefs, overcoats, gloves, hats and other similar articles.

(d) Shoe-laces.

(e) Natural or artificial silk and manufactures thereof falling under Items 595 to 621 of the Customs Tariff.

(f) Motor cars of a value not exceeding RD $2,000 f.o.b. (HM Embassy state that although Law No. 239 does not specifically say so, they gather that cars of a value exceeding RD $2,000 f.o.b. are in the luxury class and are now totally prohibited).

In order to effect importation of the above products, importers must apply to the Customs Office at which importation will occur, where, after submitting their application form for a Letter of Credit, which has been approved by the Central Bank, an estimate shall be made of the prior deposit to be paid and this sum collected. The commercial banks have been authorized to open Letters of Credit for payment of goods when importers submit receipts for the prior deposits to them. The penalty for infringement of this Law involves the payment of a fine equivalent to twice the amount of duties and charges incurred, independently of payment of such duties.

Note:

The present Law should not be confused with Law No. 448 of October 19, 1964, and its amendment (*Board of Trade Journal* of December 24, 1965 (page 1535)), which requires importers to deposit 80 per cent of the value of most imported goods with the Central Bank for a period of six months.

An unofficial translation of Law No. 239 may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

Internal consumption tax on motor cars

BY DOMINICAN REPUBLIC LAW No. 239, of July 6, 1966, motor cars of a value not exceeding RD $2,000 f.o.b. shall be charged, in addition to the already established consumption tax, RD $700 per unit.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list was given on page 508 of the Board of Trade Journal, May 27, 1966.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	30 Sept. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	14 Oct. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	14 Oct. 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
Income and finance (Q)	5 Aug. 1966
New companies registered (M)	21 Oct. 1966
Credit:	
Instalment credit business (M)	7 Oct. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 Sept. 1966
Production, exports and orders (M)	This week
ECGD business (Q)	3 June 1966
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	This week
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	12 Aug. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	19 Aug. 1966
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	26 Aug. 1966
Foreign trade of the UK:	
Unit value and volume index nos. (M)	7 Oct. 1966
Value of overseas trade (M)	21 Oct. 1966
Gold and convertible currency reserves (M)	14 Oct. 1966
Hairdressing trades turnover (M)	14 Oct. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Aug. 1966
Business (M)	7 Oct. 1966
Industrial building provisional figures (Q)	This week
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	21 Oct. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	14 Oct. 1966
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	30 Sept. 1966
Deliveries (Q)	13 May 1966
Production (M)	30 Sept. 1966
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	30 Sept. 1966
Nationalized industries overdrafts (M)	7 Oct. 1966
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Sept. 1966
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	7 Oct. 1966
N. Ireland index (M)	30 Sept. 1966
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	14 Oct. 1966
Stocks:	
Manufacturers', wholesalers and distributors' (Q)	14 Oct. 1966
Retail (M)	7 Oct. 1966
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	21 Oct. 1966
Cotton production (M)	21 Oct. 1966
Wholesale houses sales (M)	14 Oct. 1966
Wool exports (Q)	26 Aug. 1966
Wool output (M)	21 Oct. 1966
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	7 Oct. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	14 Oct. 1966

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	7 Oct. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, Londond, E.C.1.

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USA. Have you a product or service which in your opinion might appeal to this market? To contact Advertiser, who will be making 'Sales Tour' this winter, kindly write to Box S6400.

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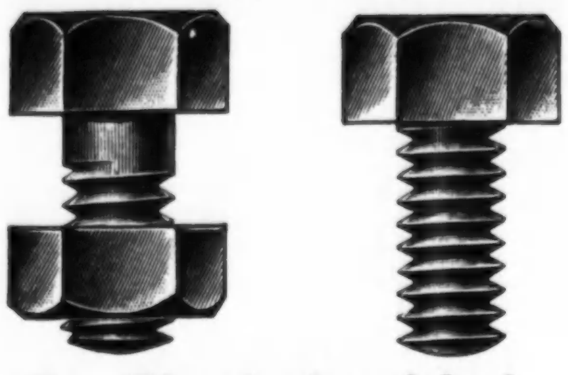

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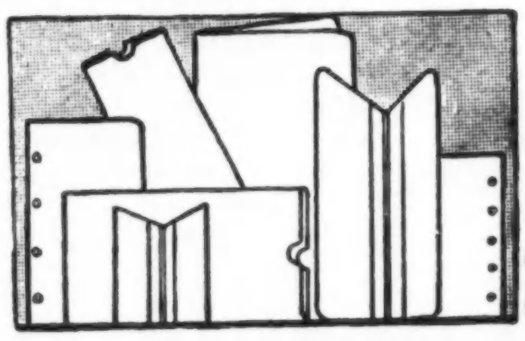

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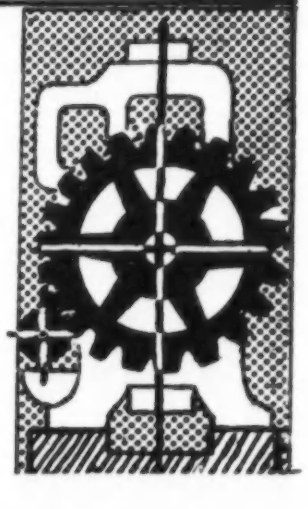

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